

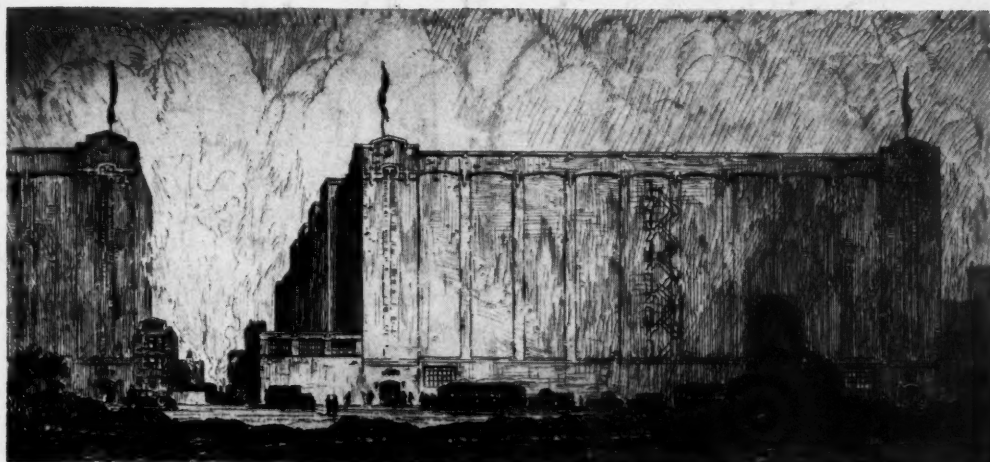
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 86

FEBRUARY 20, 1932

Number 8



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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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FEBRUARY 20, 1932

Chicago and New York

Accurate Cost Methods Are Necessary to Effective Packer Merchandising

Packers have been studying their merchandising methods.*

There has been renewed discussion of the highly important matter of knowing costs and taking them into consideration in accurate figuring of billing prices on products.

Even a casual examination would indicate that there is considerable variation in costs and methods of figuring costs.

This is illustrated in the results of a preliminary survey of certain costs which President Wm. Whitfield Woods of the Institute of American Meat Packers had made by the Institute's Department of Marketing, and which he reported at the New York divisional meeting of Institute members last week.

Better Cost Figuring

This project of Mr. Woods' was a step taken in the direction of developing a more uniform method of cost accounting for packers which would result in more exact cost figures.

The initial study was devoted to the cost of producing smoked meats from cured meats. Included in the items studied were fancy regular hams 12/14 average; fancy skinned hams 14/16 average; fancy dry cured bellies 8/10; standard S. P. bellies 8/10 and standard picnics 6/8, hock on.

The inquiry included detail on the sweet pickle transfer cost of



HIS METHOD MUST BE RIGHT.

standard product, the addition for selection, the cost to produce fancy S. P. meats, the percentage of shrink, all smokehouse expense and all other expense included in the total smoked meat cost on the loading dock, not including selling or delivery expense.

The smoking expense items included allowance for smoking and hanging shrink, labor for soaking, stringing, hanging, smoking, branding, etc.; supplies such as

wood, sawdust, other fuel, stock-inettes or cheesecloth, string, branding ink, hangers, and other smokehouse supplies; and maintenance, repairs, cleaning, etc.

Getting All the Figures

The packing and loading expense included labor in inspecting, wrapping, tying, labelling, weighing, boxing and delivery to the loading dock; wrapping supplies such as paper, string, labels, glue, etc.; packing supplies, including boxes, barrels or other packages and maintenance costs.

General departmental expense included general plant overhead such as power, light, heat, superintendence, plant clerical cost, etc.; fixed charges such as taxes, insurance, building rent or equivalent, etc.; administrative overhead, being the chargeable proportion of executive and other general expenses; and interest on investment, which is figured on total investment in plant equipment, inventories, receivables and cash applicable to the department.

Wide Variation in Results

To all of these were added any other expense items necessary to include, which resulted in the total smoked meat cost on the loading dock.

In the results secured from thirteen companies on fancy regular hams it was found that the average cost of producing the fin-

*The discussion on "Why Do Packers Print Price Lists?" in the February 6 issue of THE NATIONAL PROVISIONER has attracted the widest attention and discussion. Those who did not see this price list discussion, or who want copies of it for their friends or employees, may obtain reprints upon application to THE NATIONAL PROVISIONER, 407 So. Dearborn st., Chicago.

ished smoked ham, wrapped and packed and on the loading dock, was \$2.70 per hundredweight.

This cost ranged all the way from a low of \$1.84 to a high of \$3.30 or a difference of \$1.46 per hundredweight. Shrinkage costs ranged from a low of 57c per hundredweight to a high of \$1.15.

The original cost of the S. P. standard hams varied from $\frac{1}{8}$ to $\frac{1}{4}$ c per pound, and the addition for selection ranged from $\frac{1}{2}$ to 1c per pound. Considerable variation also was shown in other expense items.

In skinned hams the average cost to produce from S. P. standard to smoked hams on the dock was \$2.75. Here again there was considerable variation in basic cost, in shrinkage costs, in the addition for fancy selection and in other charges.

One packer reported a shrinkage only half of that reported by a number of others.

Bellies Tell Same Story

Dry cured bellies showed an average cost of \$3.15 from standard to smoked and packed bellies. The lowest cost reported was \$2.17 and the highest \$4.00. The addition for fancy selection ranged all the way from $\frac{1}{2}$ c to $2\frac{1}{4}$ c. Shrinkage ranged from 10 to 15 per cent with an average of 12 per cent.

Pickled bellies told much the same story. The average cost of the thirteen packers reporting was \$2.75, and the range was from \$2.14 to \$3.57. Here, again, shrinkage ranged from $10\frac{1}{2}$ to 15 per cent with an average of 12 per cent.

The cost of converting standard S. P. picnics with the hock on to the finished packed product averaged \$2.15, and ranged from a low of \$1.71 to a high of \$2.50.

Even in the limited number of companies studied there was considerable variation in costs shown. Part of this, of course, is due to a slight difference in the basic cost of the product, part to a difference in accounting methods, and part to operating practice.

Market Reports Studied

There would seem to be such great variations, however, as to indicate the need for standardized accounting methods.

Mr. Woods also called attention to the belief that factual information on which present marketing

Figuring Meat Costs

A dozen or more packers figured the same week on their costs of producing smoked meats. These costs varied as follows:

	Tot. Expense.*	
	Low.	High.
Regular Hams, 12@14,		
fancy	\$1.84	\$3.30
Skinned Hams, 14@16,		
fancy	1.73	3.40
D. C. Bellies, 8@10,		
fancy	2.17	4.11
S. P. Bellies, 8@10,		
standard	2.14	3.57
Picnics, 6@8, hock on	1.71	2.50

*Includes smokehouse costs, shrinkage, labor, boxes, supplies and overhead; product delivered to loading dock.

These variations are so great as to raise the question whether the industry does not need some standard method of figuring costs which will enable each packer to compute his own costs accurately.

methods are based is sometimes believed to be incomplete. As a means of checking the adequacy of available information the Institute collected data on transactions with the trade as disclosed by sales actually made.

Pork loins were used as an illustration.

Confirmation of the accuracy of THE NATIONAL PROVISIONER DAILY MARKET SERVICE prices on fresh pork loins was given by Mr. Woods in a summary of reports from ten companies giving day-to-day prices which had been received on three averages of loins for a specified week in January.

This preliminary study was made to check the adequacy to the industry of present information concerning the market, compared with sales actually made by representative companies.

Market Service is Accurate

The weekly average price of 8/10 loins as shown by the reporting companies was \$9.58 per cwt. and that of the DAILY MARKET SERVICE as \$9.33. On 10/12 loins the average was \$9.25 as reported by packers as a result of sales made, and the DAILY MARKET SERVICE average price was also \$9.25. The 12/14 average showed practically the same parallel, packers reporting an average price of \$8.69 while the DAILY MARKET SERVICE reported \$8.92.

On the lightest average packers reported a price range from a low of \$8.55 to a high of \$10.67; on the 10/12 the range was from \$8.17 to \$10.25; and on the 12/14 from \$7.80 to \$9.85.

Discussed Packer Problems.

Other features of the New York meeting were talks by John W. Rath, president of Rath Packing Co., Waterloo, Iowa, and chairman of the Central Administrative Committee, on the "Activities of the Institute as Seen at Close Range," and by Arthur Fisher, of Butler, Pope, Ballard & Elting, counsel for the Institute on trade practice subjects, on "Cases Arising under the Code of Trade Practices."

Howard C. Greer, director of the Institute's Department of Organization and Accounting, presented a series of charts based on product prices and realizations over a period of recent weeks, which afforded a clear picture of the situation and led up to Mr. Woods' discussion of merchandising methods and practices.

The morning session was presided over by F. S. Snyder of Boston, and the afternoon session by W. F. Schludenberg of Baltimore, both members of the Eastern divisional committee of the Institute.

BRITISH MEAT TARIFFS.

Meat—including beef, veal, mutton, lamb, pork, bacon, ham and edible offal—is expected to remain on the free list of the general British tariff bill now under discussion in Parliament, according to a cable received recently by the U. S. Department of Commerce. The 10 per cent ad valorem duty, which will affect approximately 46 per cent of American imports, probably will include levies on meat extracts, meat essences, canned meats, lard, and also edible vegetable oils and fats. Efforts are being made in Parliament to obtain early action on the bill so that it will become effective March 1. It will affect all imports into the United Kingdom except goods already subject to import duty, and those on the free list, as indicated above.

GERMANS EAT LESS MEAT.

Meat consumption in Germany was lower per capita during the first three quarters of 1931 than in any similar period since 1927. In spite of the unusually heavy slaughter of hogs and other livestock, the actual production of meat appears to have been very little larger than in other recent years, due principally to the lighter weight at which hogs have been slaughtered and a more rapid decline in imports of livestock and meat than exports.

German per capita meat consumption during the first nine months of 1931 totaled 36.7 lbs. Consumption for the year 1930 totaled 50.5 lbs., 1929, 51.7 lbs., 1928, 52.8 lbs., 1927, 49.9 lbs. and for 1926, 45.4 lbs.

Development in Mechanically Refrigerated Trucks for Meat Industry

Mechanical refrigeration for meat transportation—either by rail or truck—seems to have reached that point in development where its values may be analyzed through experience.

In the case of refrigerated trucks for meat deliveries definite economies are reported by one packer in the Central West.

He formerly served one string of cities in his sales territory by railroad. A refrigerator car was loaded each Saturday night and sent out on this route. The last delivery was made out of this car on Thursday afternoon—five days after the car had left the plant.

This packer is now serving these cities with a mechanically-refrigerated truck. The truck leaves the plant at 10 o'clock each Sunday night, and the last customer is served late Monday afternoon.

Formerly this packer had some of the capital represented in the car of meats tied up for five days. Now all of it is turned over in less than 24 hours. In the course of a year this saving in interest alone is worth while.

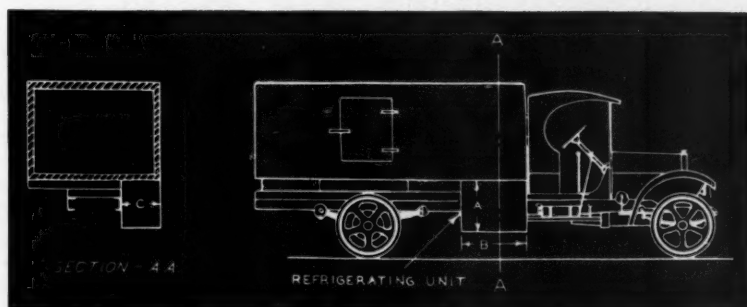
Gains Through Quick Service.

But this saving, it appears, is the least of the advantages the refrigerated truck has brought to this packer. The ability to render a quicker and better service and to deliver products in better condition has gained for him

many new customers and a much greater volume.

Quick-frozen foods and the general adoption of automatic mechanical refrigeration in stores handling and serving ice cream, eliminating the necessity of carrying crushed ice and salt on ice cream delivery trucks, has greatly stimulated the development of the me-

foodstuffs produced in California was delivered in New York City by a mechanically refrigerated truck and trailer. The time was ten days, five and one-half of which were actual running time. The products were in first-class condition on their arrival. The trip was largely in the nature of an experiment, but it is interesting as indicative



REQUIRES NO SPACE IN THE TRUCK BODY.

The Safety Automatic Refrigerating Unit is designed to be mounted below the truck body on one side of the chassis frame. In this way no useful load space is required for the installation of the unit.

chanically-refrigerated truck. And while trucks refrigerated by mechanical means have not been adopted as generally in the meat industry as trucks refrigerated with ice and salt and solid carbon dioxide, there are services where they fit in very efficiently.

This is particularly true for long hauls where low, even temperatures are desired, and for interurban peddler service.

Recently a 20-ton load of perishable

of the service the modern mechanically refrigerated truck is capable of rendering.

How Compressors Are Operated.

Methods of mechanically refrigerating trucks with compressors may be divided into two broad general classes—those in which power for operating the compressor comes directly or indirectly from the truck engine, and those in which the compressor is operated from a separate power source.

A truck in which the truck engine is used as the primary source of power for driving the refrigerating unit is shown in the accompanying illustration. In this case an electric motor is used to operate the compressor. Current for the operation of this motor is generated by a variable speed, constant voltage generator which in turn is driven from a power take-off on the engine shaft. The power is transmitted to the generator through a V belt.

Temperature within the truck is automatically controlled. An auxiliary motor for A.C. operation is mounted above the compressor and connected to it by a V belt. Power for its operation can be taken from the lighting circuit. This motor is provided to maintain refrigeration within the truck when it is standing and for pre-cooling previous to loading.

A considerable saving in operating costs is claimed for this type of refrig-



MECHANICAL REFRIGERATION GIVES EVEN TEMPERATURES.

In this mechanically refrigerated truck the compressor is driven by power from a constant voltage generator, which in turn receives power from the drive shaft. An auxiliary motor is provided to drive the compressor when the truck is standing. This can be plugged into the lighting circuit. Automatic temperature regulation is provided.



TRUCK REFRIGERATED WITH GAS ENGINE DRIVEN COMPRESSOR.

This huge truck of the Jacob Dold Packing Co., Buffalo, N. Y., is refrigerated with a Safety Automatic unit, which includes a gasoline engine and a compressor. The truck is in operation on a route 205 miles long one way and makes four trips per week. The body is 16 ft. 4 $\frac{1}{2}$ in. long, 7 ft. 4 $\frac{1}{2}$ in. wide and 81 $\frac{1}{2}$ in. high. It is insulated throughout with Wilson & Co. Haircraft.

erated truck compared with the cost of operating a truck refrigerated with ice and salt. In one test reported this saving checked out at \$13.00 per day.

Operating Costs Compared.

The trucks used in this test were equal in pay load carrying capacity. The truck refrigerated with ice and salt was of 5 tons capacity, while the truck mechanically refrigerated had a capacity of 2 $\frac{1}{2}$ tons. Because of the extra weight of ice and salt, the larger truck was necessary in this case, it was said, to do the same work.

Cost of operating the truck refrigerated with ice and salt was found in this case to be as follows:

3,000 lbs. ice @ \$4.00 per ton	\$6.00
400 lbs. salt @ \$9.00 per ton	1.50
90 mile run @ 27c mile	16.20
Total	\$24.00

The cost figures of the mechanically refrigerated truck follow:

1 $\frac{1}{2}$ gals. gas @ 14c (to operate generator while truck is on road)	25c
Cost of current for operating auxiliary motor while truck was in the garage at night	6c
60-mile run @ 17c	\$10.20
Total	\$10.51

Serving Long Route.

Among the more interesting of the new mechanically refrigerated trucks to go into service in the meat industry during the year is one owned by the Jacob Dold Packing Co., Buffalo, N. Y. It is of the semi-trailer type, and is used to serve the territory south and east of the city. The shortest route over which the truck operates is 205 miles one way. It makes four trips per week.

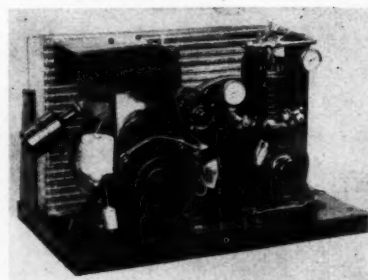
Overall dimensions of the body are as follows: Length, 16 ft. 4 $\frac{1}{2}$ in.; width, 7 ft. 4 $\frac{1}{2}$ in.; height, 81 $\frac{1}{2}$ in. The body is insulated with Wilson & Co. Haircraft. The truck is a 6 cylinder Gram.

Arrangement of the Safety Automatic refrigerating unit is shown in the accompanying illustration. The two-cylinder compressor is belt-driven by a small single cylinder gasoline engine, equipped with a starting motor and clutch. The fan for cooling the refrigerant condenser is mounted on the engine shaft.

Operation of the apparatus is automatically controlled by the temperature of the truck body, the controls being mounted on a panel. The engine is started when the body temperature is above the thermostat setting, the starting motor obtaining current from the truck's battery. An automatic switch is provided so that if for any reason the engine fails to start within a certain time, the current to the motor is cut off, preventing discharge of the battery.

Mounted Under Truck Body.

This switch requires to be reset manually. The controls also operate to



COMPACT AND EFFICIENT.

In the Safety Automatic unit the two cylinder compressor is operated by a single cylinder gasoline engine equipped with starting motor and clutch. Operation of the unit is automatically controlled by the temperature within the truck body. Two sizes of units are available.

stop operation if the head pressure of the refrigerating system becomes excessive. Operation of this apparatus is independent of the operation of the truck except for the small amount of current required for starting the engine. Gasoline for operating the engine may be taken from the truck's tank or a small tank may be supplied for serving the refrigerating system only.

This refrigerating apparatus is inclosed within a sheet steel housing designed to protect it and still permit the free circulation of cooling air. The apparatus has been designed for mounting under the body and to one side of the chassis frame. In this way, no useful load space is required for the application of the unit. Where the distance from the body to the roadway is too small to provide proper clearance for the bottom of the machine housing, it may be recessed into the body. The amount of recessing necessary will in no case be very great.

Two sizes of units are available. These are of such capacities that any combination of body size and temperature can be taken care of by one or the other. The two units are the same except as regards the size of compressor and condenser. The small capacity unit is suitable for bodies up to about 150 cu. ft. volume and 10 degs. F. carrying temperatures, or 300 cu. ft. at 45 degs. F. The large unit will take care of practically any body of larger capacity. It is to be understood, of course, that the efficiency of the body insulation is an important factor, and the above figures apply only to very well-insulated bodies.

Evaporators for cooling the body are applied inside the body, their location and form being determined by the nature of the load to be carried.

Operating Costs Estimated.

The weight of the small refrigerating unit is approximately 325 lbs. and of the large unit about 400 lbs. The size and weight of the evaporators will vary with each body size or type so no definite figure can be given, but this item will probably vary between 150 and 250 lbs.

While in operation the engine to operate the compressor consumes about 1/3 gallon of gasoline per hour or 8 gallons per day, and about 1/2 pint of oil per day. This represents the maximum operating cost, but in actual service the apparatus will be in operation 2/3 of the time or less.

An officer of the Jacob Dold Packing Co., commenting on this truck, said recently: "We are well pleased with the temperatures maintained and the way in which the truck carries products. The cost of operation is very nominal, and we believe that, considering the annoy-

(Continued on page 25.)

How the Meat Packer Views His Wide Field of Operations

As a concern with world-wide distribution in the meat packing and allied industries looks back on 1931, what does it see?

Here is the result of one survey:*

Economic conditions resulting in low prices for meat and packinghouse by-products in 1931.

Close parallel in the decline of livestock and meat prices.

Dependence on consumptive demand.

Large proportion of the meat sales dollar paid to the producer.

One of the contributing causes of the decline in meat prices, particularly in the price of pork, is that European demand for American pork has been gradually diminishing.

Europe's purchasing power has not been sufficient to buy American products, and since 1920 an increasing proportion of each country's domestic requirements has been taken care of by the production of more pork.

Export Outlet Declines.

For example, between 1920 and 1931 Denmark increased its production of hogs 391 per cent; Rumania, 121 per cent; Germany, 78 per cent; Switzerland, 44 per cent; Czechoslovakia, 40 per cent; Irish Free State, 37 per cent; Netherlands, 33 per cent; Belgium, 28 per cent; France, 24 per cent; Poland, 11 per cent; the United Kingdom, 11 per cent.

Combined production in these eleven countries rose from 36,000,000 hogs in 1920 to 57,000,000 hogs in 1931. This has had a marked influence on the European demand for American pork products.

In view of this growth, "it is hardly to be expected that the pork industry in the United States will be able to regain the position it had in the export market at the beginning of the present century," says the Swift review. "The more probable view is that as time goes on the same thing will happen to our pork exports that happened to our beef exports more than two decades ago.

"At that time our population had increased to the point where we no longer had any surplus of beef for export, and Europe was obliged to turn elsewhere for her supplies. The time is undoubtedly approaching when Europe will become fairly self-sufficient in pork production. When that time comes, the pork export trade from this coun-

try will probably be confined principally to pork specialties."

Lard Prospects Brighter.

The outlook for lard is somewhat better, at least so far as demand is concerned. The foreign outlet for this product remains good but the price is low, influenced by the substantial increase in world production of cottonseed oil, coconut oil and whale oil.

Most foreigners prefer lard to all other shortenings, which is fortunate, as the United States is equipped to produce lard in excess of domestic requirements. It has been estimated that for every 100 lbs. of pork produced about 27 lbs. of lard are obtained. On the other hand, for every 100 lbs. of pork consumed only 20 lbs. of lard are required for domestic consumption.

In the domestic market, meat prices have declined in accord with those for livestock. Government figures showed that for the fiscal year ended June 30, 1931, the average price of choice, good, medium and common cattle at Chicago declined from \$9.55 per hundredweight to \$7.40, while the wholesale price of the corresponding qualities of beef at Chicago declined from \$15.40 to \$12.31. Hide prices declined from 13.90 cents a pound to 12.03.

Meat Price Declines.

Reducing all of these prices to a per hundredweight live basis, the following is shown:

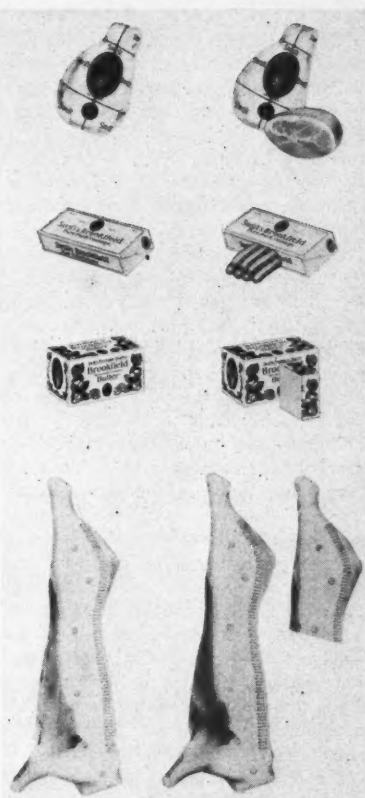
	Price decline Per cwt. live.
Beef prices	\$1.73
Hide prices .....	.11
Other by-product values .....	.25
Total decline in meat and by-product values	\$2.09
Decline in live cattle prices	\$2.15

During the same period the average price of four classes of lambs at Chicago declined from \$8.62 per cwt. to \$6.25; the corresponding qualities of dressed lamb at New York declined from \$20.30 to \$16.96. The price of wool, cleaned basis, declined 13½¢ per pound. These declines on a per cwt. live basis were as follows:

	Price decline Per cwt. live.
Dressed lamb prices	\$1.60
Wool prices .....	.40
Pickled skin prices .....	.24
Other by-product values .....	.22
Total decline in meat and by-product values	\$2.46
Decline in live lamb prices	\$2.37

Exposing a Fallacy.

It is a popular practice to compare the price of certain cuts of meat with livestock prices, and to object because these have not shown the same reduction livestock prices have shown. In a discussion of "How Meat Consumption



GOT MORE FOR THEIR MONEY.

Wholesale meat and produce prices in 1931 were so much lower than those of 1929 that in some instances half again as much product could be purchased for the same amount of money. This was true in the case of hams and beef.

Practically one and one-half hams could be bought for the 1929 price of one, and a side and a half of beef of the same weight and quality for the price of one side. (Swift Year Book for 1932.)

is Regulated" it is stated that individual retail meat cuts have no definite relation to the cost per pound of the live animal.

"Some cuts of beef, for example, are in great demand while others move slowly. About all the retailer can do, when he buys a lamb carcass or a side of beef, is to price the individual cuts according to their desirability. A few cuts may sell for four or five times the cost per pound of the live animal, while the least desirable portions may sell for little more than the live cost per pound. The retailer tries to get enough from all cuts taken together to pay for the cost of the meat and the cost of retailing. Under the latter item must be included cost of delivery service, bad credits, wages, the value of the retailer's time, and unavoidable waste such as trimmings and shrinkage in the weight of the meat."

In a study of retail beef prices over a period of years, as reported by the U. S. Bureau of Labor Statistics, it was found that the higher priced cuts of
(Continued on page 47.)

*1932 Year Book of Swift & Company.

FINK PROFITS UP 20 P. C.

Twenty per cent increase in net profit, with 22 per cent reduction in dollar volume of sales compared with the previous year, is reported by A. Fink & Sons, meat packers of Newark, N. J., for the fiscal year ended December 31, 1931. Net earnings, after federal income tax and other charges, were \$78,870.57.

The report shows the ratio of current assets to current liabilities as 8.05 to 1. The interest on outstanding bonds was earned 2.62 times. Regular dividends were declared and paid on both prior preference and preferred stocks. At the close of the year the company had no bank loans.

Commenting on the report, president Edward G. Hinton said that while there were many adverse conditions in the packing industry, and while many packers suffered substantial losses during the year, the Fink company had made a considerably better showing than was made in the previous year.

Believing that there is a plentiful supply of livestock in the country and that consequently no decided increase in the price of meats could be expected in the early months of the year, Mr. Hinton said: "It will be our policy to continue to operate as we have done in the past year. We feel that a sound merchandising policy, the result of which is reflected in the earnings and excellent current position of the company, leaves us in a position to take advantage of any general business improvement."

Profit and Loss Statement.

The consolidated profit and loss statement for the year is as follows:

Net Sales	\$4,218,147.42
Gross Operating Profit	436,501.70
Net Operating Income	170,190.22
Net Income, All Sources	194,802.68
Reserve for Depreciation	41,089.21
Income available for Bond Interest	153,713.47
Bond Interest and Discount Amortized	58,104.62
Other Deductions	8,216.57
Net Earnings (after Fed. Income Tax)	78,870.57

Following is the balance sheet for the year ended December 31, 1931:

ASSETS.	
Cash	\$ 24,249.32
Accounts receivable	185,038.60
Inventory	234,003.36
	\$ 443,291.28
CURRENT ASSETS.	
Real estate and plant	\$1,900,151.19
Claims, deposits, etc.	33,846.32
Due from subsidiary	298,713.79
Investments	107,474.81
Deferred charges	105,219.65
Trade names, processes, etc.	488,060.94
	\$3,376,757.78
LIABILITIES.	
Accounts payable	\$ 27,069.60
Notes payable	None.
Accrued charges	28,020.15
	\$ 55,119.75
CURRENT LIABILITIES.	
Reserve for depreciation	\$ 754,670.61
First mortgage 6½% sinking fund gold bonds	888,400.00
Prior preference stock	200,000.00
Preferred stock	971,000.00
Common stock (no par) and surplus	507,567.42
	\$3,376,757.78

HORMEL QUARTERLY DIVIDEND.

Geo. A. Hormel & Co., Austin, Minn., declared the regular quarterly preferred dividend of \$1.50 a share and common dividends at the rate of 25c a share for the period ended January 30, 1932.

"Operations of the company during the first three months of the current fiscal year have been conducted at a profit," President Jay C. Hormel said in his notice to stockholders. "The management has effected drastic reductions in operating expense, thus increasing the potential earning capacity of the business." Mr. Hormel called attention to the fact that the board of directors felt that its first duty is to maintain the present strong cash position of the company, referring especially to the reduction in the quarterly dividend on common from 50c to 25c a share.

PACKER ARGUMENT POSTPONED.

Argument in the packer consent decree modification case before the U. S. Supreme Court has been postponed from February 29 to some time following March 14. Until Justice Benjamin Nathan Cardozo, who succeeds Justice Oliver Wendell Holmes, becomes a part of the court, there cannot be a quorum for the packer case.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, February 17, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices, on February 17, 1932, or nearest previous date:

	Sales. Week ended Feb. 17.	High. Feb. 17.	Low. Feb. 17.	—Close— Feb. 17.	Feb. 10.
Amal. Leather. ....	.....	.....	.....	1	.....
Do. Pfd. ....	.....	.....	.....	7	.....
Amer. H. & L. 100	2	2	2	2	.....
Do. Pfd. ....	.....	.....	.....	10	.....
Amer. Stores	1,000	36	36	36	34½
Armour A.	5,700	1½	1½	1½	1½
Do. B.	4,200	¾	¾	¾	¾
Do. Ill. Pfd.	700	9	9	9	9
Do. Del. Pfd. 1,500	40½	40	40½	36½	36½
Barnett Leather .....	.....	.....	.....	40	.....
Beechmont Pack. 200	40	39½	39½	40	.....
Bohack, H. C. ....	.....	.....	.....	45	.....
Do. Pfd.	50	86	86	100	.....
Brennan Pack. ....	.....	.....	.....	19	.....
Do. Pfd. ....	.....	.....	.....	50	.....
Chick C. Oil	300	8½	8½	8½	8½
Childs Co.	800	6	6	6	5½
Cudahy Pack.	600	34½	34½	34½	31
First Nat. Strs. 8,800	52½	50	50	43½	.....
Gen. Foods	41,200	35½	34½	34½	32½
Gobel Co.	2,000	6½	6	6	5½
Gr. A. & F. 1st Pfd. 100	116	116	116	115½	.....
Do. New	300	150	148	140½	.....
Hormel G. A.	50	12½	12½	12½	.....
Hygrade Food	300	3½	3½	3½	3½
Kroger G. & B. 30,900	16½	15½	15½	15½	.....
Libby McNeill. 3,350	4½	4	4	4	.....
Mohr Stores. ....	.....	.....	.....	57½	.....
Mayer, Oscar. ....	.....	.....	.....	5½	.....
Mickelberry Co. 200	6	6	6	6	.....
M. & H. Pfd. ....	.....	.....	.....	7½	.....
Morrell & Co. ....	.....	.....	.....	32½	.....
Nat. Pd. Pd. A. ....	.....	.....	.....	1½	.....
Do. B. ....	.....	.....	.....	¾	.....
Nat. Leather	200	¾	¾	¾	¾
Nat. Tea	2,300	8½	8½	8½	8
Proc. & Gamb. 11,200	41½	41	41½	38½	.....
Do. Pr. Pfd.	90	96	96	95	.....
Rath Pack.	100	17½	17½	17½	16½
Safeway Strs. 10,300	50½	48	48	44	.....
Do. 6½ Pfd.	90	80	80	80	.....
Do. 7½ Pfd.	420	88	88	88	87
Stahl Meyer ....	.....	.....	.....	67½	.....
Swift & Co.	6,800	18½	18½	18½	17½
Do. Intl.	7,400	21½	20	20	18½
Trans Pack. ....	.....	.....	.....	10½	.....
U. S. Cold Stor. ....	.....	.....	.....	33½	.....
U. S. Leather. 1,900	2½	2½	2½	2½	.....
Do. A.	900	5	5	5	4½
Do. Pr. Pfd. ....	.....	.....	.....	55½	.....
Weesson Oil	3,100	14	13½	13½	12½
Do. Pfd.	250	48½	48½	48½	48½
Do. 7½ Pfd. ....	.....	.....	.....	70½	.....
Wilson & Co.	1,500	1	1	1	.....
Do. A.	2,000	3½	2½	3½	2½
Do. Pfd.	600	22½	22	22	20

MEAT CHAIN INSURES MEN.

Tittle Bros. Packing Co., a retail meat chain with headquarters at Gary, Ind., and operating in nearby states, has adopted a group life insurance program providing eligible employees with \$275,000 protection. The plan is being administered by the Metropolitan Life Insurance Company, under a cooperative arrangement whereby the employer and employees share the cost.

Full time employees in the company's thirty-seven branch stores throughout the Middle West, in addition to those in Gary, are eligible for the coverage which ranges from \$1,000 to \$5,000, according to an individual employee's occupation. The life insurance contract also contains a total and permanent disability provision. Under this, any employee becoming completely disabled before age 60, will receive the full amount of his insurance in monthly installments.

The Metropolitan Life maintains a visiting nurse service in more than 5,200 communities in the United States and Canada. Tittle Bros. employees residing in any of these nursing centers are entitled to its benefits. In conjunction with the nursing service, pamphlets on health conservation and disease prevention are distributed periodically.

CHAIN TONNAGE INCREASES.

Food chain stores which have kept tonnage records report increases in 1931 of up to 14½ per cent over that of 1930, although dollar volume has declined. Practically all of the larger chains reduced the number of their stores during 1931, Kroger dropping 275, Safeway-MacMarr 303 and National Tea 58.

Thirteen grocery chains, including Great Atlantic & Pacific Tea Co., Kroger Grocery & Baking Co., Safeway-MacMarr, American Stores, and First National Stores report a 1931 total of \$1,981 millions in sales, 4.35 per cent under 1930, declines of individual chains ranging from 2.2 per cent to 11.5 per cent, while 2 of the smallest chains in the group—Dominion Stores and H. C. Bohack—show increases of 4.4 per cent and 8.1 per cent respectively, partially accounted for by increases in the number of units operated. The Department of Labor records a 16-2/3 per cent drop in food prices during 1931—bigger than any of these chain declines.

ARIZONA CHAIN TAX.

The Arizona chain store tax bill, recently signed by Governor Hunt, will become effective July 1, 1932. Rate of the new tax is: 1 store, \$3; 2 to 5 stores, \$5 each; 5 to 10 stores, \$15 each; 10 to 20 stores, \$20 each; more than 20 stores, \$25 each.

EDITORIAL

Stop the "Chiseling"

(This editorial from the magazine of the petroleum industry, the "National Petroleum News," is offered to readers in the meat packing industry for such consideration as they care to give it.)

Now that business seems to be or may be near the upturn, it is time to lend every encouragement to every warranted increase in prices. The clamor for lower prices should cease and a serious effort made by every one to get prices up to a living basis. There probably are mighty few instances where better prices are not direly needed to put industry on its feet.

We now have had more than two years of fighting and loud demand from most everyone for lower and still lower prices. The result is most businesses are running at a loss. Costs have been cut and recut; salaries and wages have been reduced even many times in a single company; people have been laid off and companies shut down, some of them for good.

Certainly we have had about all the weeding out that the mostly unintelligent demand for lower prices has demanded. If we keep on much further, industry as a whole will be wrecked and that means that every one will be done for as well as the United States and all other governments. Congress is now discovering that the goose which has been laying the golden eggs all these years is just about through and needs a chance to run in the poultry yard and get rested up.

It is time for the "chiselers" to stop "chiseling." It is time for the head of the business to go to those in charge of his buying and say:

"Our salesmen are daily up against a lot of 'chiselers' who are getting our prices lower and lower until it is a serious question whether we eat next week or not. The other man's salesmen are coming in here and I suppose they are subjected to the same 'chiseling' process—at all events I know that the companies that sell us pumps, and tanks, and pipe, paint, barrels and automotive equipment and all the rest of it, are mighty hard up and are laying off a lot of heretofore good customers of ours.

"A little bit more off their prices and they will be through and then it won't make any difference how cheaply we may buy stuff, we won't have any one we can sell to at any price. So pay the other man a reasonable price, no more than our competitors pay, but no less."

Some such message should be given in person by the head of every business in this country. We

say this without reflection on purchasing departments. These same heads of business who are bemoaning their lowering and unprofitable sales prices are also demanding of their purchasing departments still more cutting of purchasing expense. These heads forget that they have a dual role, one as seller and the other as buyer. They have forgotten that if 25,000 important companies in this country are going to sell at a profit, that they must buy at a profit to the other man. Because they are all buying and selling to each other.

A sympathetic and encouraging attitude toward those from whom you buy—as well as a firm attitude toward those to whom you sell—will hurry up our returning industrial health.

Finding the Why of High Selling Cost

The biggest problem the packer faced during 1931 was to merchandise the output of his plant at a profit. It will also be his biggest problem this year, it now appears.

At one time solutions to many of the meat plant's selling problems were found on the killing floors and in the smokehouses. This is no longer true. Good merchandising always will start in the plant, and will rest on quality products efficiently produced. But the point has about been reached where selling competition can be met successfully by increasing production efficiency. That further progress along this line is possible no one will deny, but unless some radical new developments are made in processing methods—which does not now seem probable—further cost reductions from plant betterments in the future will be progressively small.

More and more the problem of reducing selling costs must be considered from the merchandising rather than the production angle.

Better meat merchandising efficiency will be on the way when packers make a serious effort to learn all there is to know about the factors responsible for high selling costs. They must be dragged from their holes; their life habits examined; their forms, shapes and dispositions recorded; and their anatomical structures carefully measured and defined. When this information is at hand the problem of increasing merchandising efficiency can be tackled in an intelligent and constructive way.

One thing seems advisable. This is that each packer get busy on this problem at once. Delay will only complicate the situation and make it more difficult to hold merchandising costs in check, or to reduce them.

Practical Points for the Trade

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Kosher Frankfurts

How are kosher frankfurters made?

This is a question frequently asked THE NATIONAL PROVISIONER. The following information, prepared by an expert sausage-maker, gives standard instructions for the preparation of this product.

"If manufacturers will closely follow instructions given, a first rate product is guaranteed," he says. "A good formula and manufacturing instructions should be the guide for a manufacturer against all evils and dangers in sausage-making. Such a formula is invaluable to the trade; any other kind is not worth printing.

"To give such a formula is not as easy as it seems at first thought. It took creators of meat food products years of experimentation and research to develop satisfactory formulas, and in most cases they have had the help of the scientist and the chemist. Today the manufacturing of meat food products has become an art of no small magnitude.

Types of Frankfurters.

"What is a frankfurter, and what does a frankfurter mean to the meat industry?"

The frankfurter belongs to the class known in Germany as the 'Frankfurter Bruehwurstgruppe'—that is, the frankfurter cooked sausage group, being consumed in a hot state. This includes Wiener Wuerstchen, Berliner Knoblauchswurst, Kosher frankfurters, Kosher Knoblauchswurst and American Knockwurst and Franks.

"The frankfurter originated in a cloister near Frankfurt, Germany, and was intended for the king's feast on hunting trips. Today the frankfurter is the leader of all sausages and bolognas in many sections of the country, and is an outstanding meat food product consumed by millions of people daily."

Formulas for Kosher Franks.

Following are three formulas submitted by this sausage maker for the preparation of kosher frankfurts:

No. 1 FRANKFURTER.

40 lbs. bull beef
25 lbs. of veal
35 lbs. of beef brisket fat.

No. 2 FRANKFURTER

70 lbs. bull beef
30 lbs. brisket fat.

No. 3 FRANKFURTER.

75 lbs. beef trimmings
25 lbs. brisket fat.

Bull beef, beef trimmings and veal must be made free of veins and sinews as well as of fats yielding tallow. The beef fats added to the product must be of a resistable character such as brisket fats. Fats yielding tallow should not be used at all in the manufacture of frankfurts.

Preliminary preparation of these meats is as follows:

Cure, Style No. 1, old-fashioned cure in pieces.—Beef and veal must be well chilled, cut in ½- and 1-lb. pieces, salted in suitable containers, using for 100 lbs. of meat:

36 oz. (2¼ lbs.) salt
6 oz. sugar
3 oz. saltpeter.

The meat and curing materials must be well mixed before putting into the containers. A temperature of 40 degs. F. is suitable for curing meats in 5 to 8 days. The cure of all bologna and frankfurt meats must be perfect, as it is not possible to "smoke" a color to sausages as many believe.

Cure, Style No. 2, new-fashioned cure for chopped meats.—Beef and veal must be chilled for about 24 hours in a temperature of 34 degs. F., after being freed of sinews and veins. After chilling, add to each 100 lbs. of meat about 4 lbs. of crushed ice and the same amount of curing materials as given in Cure No. 1. Mix the meat, ice and curing materials well. The meat is then ready for the first chopping through the ¼-in. plate.

Chopping.—This is the most important act in the whole procedure of man-

ufacturing. It can not be repeated too often that the chopped meat must be kept cool, and that knives and plates must be sharp to produce a "real cut" to overcome separation of the meat. Proper chopping leads to success—improper chopping in the other direction.

Mixing.—Chop the beef and veal, then put in the mixer and add a little water and mix about 2 minutes.

Curing.—Then run the meat into a container and put it in the cooler at a temperature of 40 to 42 degs. F. for 36 to 48 hours. Never start to make frankfurters until you are convinced that the meat is fully cured. Otherwise you will have trouble getting the right color in the smokehouse.

Cutting.—If the cure and color of the meat is satisfactory, chop the meat again through the fine plate, then put in the silent cutter for the final work-out. Start the silent cutter and work into the meat all the crushed ice or ice water permissible.

It is possible to tell in the silent cutter whether or not the sausagemaker is successful in handling the batch. If the wall of the bowl holding the meat in the silent cutter stays free of a fat coat and remains shiny, the sausagemaker has won and the product will come out of the smokehouse a perfect product. If a coat of fat begins to cover the bowl of the silent cutter, the product will never be first rate.

Seasoning.—At the same time the ice or water is added, add the seasoning, using for 100 lbs. of meat:

6 oz. white pepper
1 oz. paprika
8 oz. onion or 1 oz. garlic
2 oz. ginger
2 oz. mace or nutmeg
enough salt to make a total of
44 oz. or 2¾ lbs. to each 100
lbs. of meat.

As 36 oz. or 2¼ lbs. have been used when the meat is put into cure, only 8 oz. or ½ lb. of salt should be added at this time.

Adding Fats.—While working the beef and veal in the silent cutter, there is time for the chopping of the brisket fat, using the second fine plate. The brisket fats must have been chilled previously for 24 hours at a temperature of 34 degs. F. With the brisket fat, run some crushed ice through the machine.

Add to each 65 lbs. of mixed beef and veal 35 lbs. of brisket fat, and chop in the silent cutter until the fat pieces are fine enough.

Stuffing and Smoking.—The mixture is then stuffed in sheep casings and the product is ready to go into the smokehouse.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 2-cent stamp.

The smokehouse must be kept very hot, for the product must be cooked thoroughly there, as this is the only cooking kosher frankfurters receive. If the meats were properly cured in preparing, the frankfurters should be done in one hour in the smokehouse. Quick smoking insures a tender skin on the franks, while slow smoking makes it tough.

Chilling.—Remove the franks from the smokehouse when done and chill in cold water from 7 to 10 minutes. This is done to prevent wrinkling.

After that shower the frankfurters with boiling water for four seconds to remove any grease on the casings and for a quicker drying of the skin. Frankfurts so showered will hold up better, and will not become slimy as quickly as frankfurters taken out of cold water.

What Is "Bacon"?

A Northern meat packer asks the meaning of "bacon." He says:

Editor The National Provisioner:

Please tell us just what is meant by the term "bacon," and to what part of the hog is it applied?

Bacon is defined in standard dictionaries as "the salted and dried or smoked flesh of the hog, especially the back and sides." In this country the term is commonly applied to the sides after the hams, shoulders and loins have been removed, and more broadly to many other cuts. Boned and smoked pork loins are known as "Canadian style" bacon.

The Irish Free State has recently defined bacon as "the whole or any part of the pig's carcass which has been cured or partially cured or has been chilled or frozen, but does not include the head, feet, or offal of the pig." This definition was issued in connection with the imposition of a tariff on bacon.

It can be seen, therefore, that the term "bacon" may have wide applications.

Prime Packers Tallow

A soap manufacturer asks what prime packers tallow is. He says:

Editor The National Provisioner:

Will you let us know what the specifications for prime packers tallow are as to titer and acid? Also how is this tallow produced?

Specifications for prime packers tallow may be defined as follows:

Basis 4 per cent free fatty acid
42 to 43 titer

Bleached color, not darker than 50 yellow, 5 red, Lovibond reading through 5/4-in. column.

This tallow may be produced either under steam pressure or under the new dry rendering systems. Either method produces a desirable product.

Are your questions answered here?

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

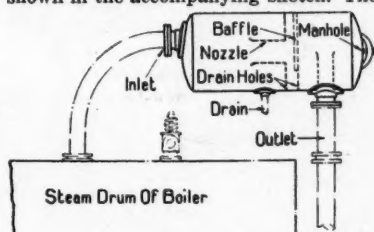
CLEANING AND DRYING STEAM.

By W. F. Schaphorst, M. E.

For turbine, engine, and other uses in the meat plant, clean steam is very essential in these days of high steam velocity, high temperatures, and high pressures.

If steam is not clean, fine deposits of scale or dirt will be found in engine cylinders and on turbine blades. Sodium sulphate, dirt, and calcium carbonate are the principal offenders. Not only do the impurities clog, but they cause damage by cutting turbine blades and valve discs, making traps and valves inoperable, ruining engine cylinders, etc.

To avoid these troubles one of the simplest methods is the installation of a steam separator. A good design is shown in the accompanying sketch. The



GOOD STEAM SEPARATOR.

Dry steam cannot carry scale forming materials. Therefore, the simplest method of cleaning steam is to place a steam separator in the steam line and all moisture will be removed. An increase in thermal efficiency is also gained.

function of the separator is to eliminate moisture. By getting rid of moisture all dirt is eliminated also, because it is only the water in steam that carries over the impurities. Dry steam cannot carry scaling impurities.

Furthermore, if steam is dry there can be no dangerous slugs of water. Slugs of water, due to foaming, priming or condensation in the pipe lines, frequently strip blades in turbines and are almost invariably destructive to reciprocating engines. Cylinder heads are frequently blown off or broken, studs stripped of their threads or pulled apart, cylinders cracked, piston rods, cranks, connecting rods and frames twisted, bent or broken, etc.

Although separators are installed principally to make steam dry and clean, there is also a thermal saving involved. This saving is frequently small, but sometimes it amounts to a great deal. By removing all moisture, superheat can be increased. Hence from a heat standpoint, when using superheated steam, one can count on an increase of about 17 degs. to every 1 per cent of moisture removed. A rule

sometimes used is that "each pound of water entails the consumption of an additional pound of steam to produce the same power."

Some turbine manufacturers give the reduction in steam turbine water rate as 1 per cent for every 12 degs. increase in superheat. If 2 per cent of moisture is removed, the superheat would, therefore, increase 34 degs., which would be equivalent to almost 3 per cent reduction in turbine water rate. One can easily figure what this amounts to during a year. It may mean that the separator will actually pay for itself in the first year as an economizing device. In addition, the owner gets clean and dry steam as well as machine protection.

MECHANICALLY COOLED TRUCKS.

(Continued from page 20.)

ance of getting ice to trucks, mechanically refrigerated trucks can be operated as economically as an ice refrigerated job."

Another gasoline operated refrigerating unit for truck use has been developed recently by the Universal Motor Co., Oshkosh, Wis. This unit has been installed and operated successfully in ice cream trucks where temperatures below freezing are necessary. A feature of the unit is that it is self-contained; the compressor, engine and condenser are mounted on a single base.

Five Cents Per Hour Cost.

The engine has four cylinders and will operate the compressor at full efficiency at one-half the engine's full revolutions per minute. The engine piston displacement is 46 cu. in. and its weight approximately 200 lbs. Fuel for its operation is taken from the truck gasoline tank.

Tests on this refrigerating unit have shown that it can be operated in truck cooling for less than 5c per hour, it is said.

In this case also, an auxiliary electric motor can be installed for operating the compressor for pre-cooling and when the truck is standing or is in the garage.

This refrigerating unit usually is installed directly behind the driver's cab. It requires little or no attention, it is claimed, when the truck is on the road. The entire operation, whether the compressor is being operated by the gasoline engine or an electric motor, is automatic.

BULGARIAN LARD TO GERMANY.

Bulgaria has been looking to Germany as an outlet for its surplus lard production resulting from a large hog crop, produced to consume the country's abundant corn crop. Samples of this Bulgarian lard were reported to be of remarkably good quality "and tended in the direction of the German consumers demand on taste and flavor." Negotiations which have been made by the agents of Bulgarian packers have been of a private character without the support of either government.

Such shipments as are made are to go through the port of Varna by steamer as shipment by rail is too costly. The price involved in these transactions has not been made public.

A History of Transportation

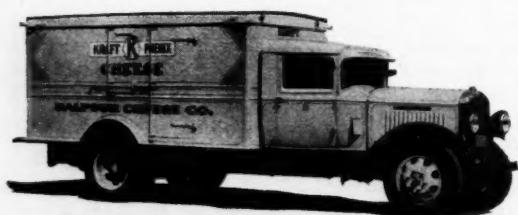
No. 1 of the Dry-Zero series



Indian Drag:

Among the most primitive conveyances of all history is this simple, crude device of the American Red Man. When poor range or encroaching enemies forced a tribal move, the Indian brave loaded his squaw, his skins and his few other chattels on a pair of saplings that trailed his horse and dragged them across the prairie to his new home.

The food supplies he carried were cured or dried. Any fresh foods he had were of necessity eaten on the spot. What a span of progress has bridged the gap to the refrigerated motor truck of today. Good insulation has provided economical and safe transportation of perishables for hundreds of miles.



This substantial and attractive Dry-Zero insulated job was built on a General Motors chassis for Balfour Cheese Co., by Giffel Body Mfg. Co. of Terre Haute, Ind.

Dry-Zero blanket because of its extreme light weight and insulation efficiency and particularly its permanence has marked a distinct epoch in the advance of trucking perishables. From tests by the U. S. Bureau of Standards, Dry-Zero is found to be the most efficient commercial insulant known. Fleet operators and good body builders everywhere are using Dry-Zero as the obvious insulation. It is permanent, will not rot, crack, settle or disintegrate and has a distinct aversion to moisture.

Learn how you can have better refrigerated trucks with this better insulation. Write for an instructive, illustrated booklet, "Taking off the weight that cuts down pay load."

Dry-Zero Corporation, Merchandise Mart, Chicago, Illinois.
Canadian Office, 465 Parliament St., Toronto.

The lower temperatures now required in display cases for frozen products necessitate the higher efficiency of Dry-Zero insulation.

DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

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Misc

Refrigeration and Frozen Foods

FROZEN BERRY QUALITY.

Pacific Coast strawberries, packed and frozen for more than a year in a laboratory experiment, have maintained excellent quality, and from 90 to 95 per cent of the organisms in them that cause spoilage have been killed, the U. S. Department of Agriculture reports. Effective killing of these organisms is one of the chief problems of the frozen pack method, it is stated.

Microbiological studies of frozen pack fruits and vegetables were started last year in the recently-established frozen pack laboratory of the U. S. Bureau of Plant Industry in Seattle, Wash. The work has been under the direction of James A. Berry, and preliminary results are now available.

Sound fruit, suitably packed and promptly frozen, was excellent in quality after being frozen for 12 months, the report shows. Inferior or overripe fruit, however, had a poor appearance when thawed and was not in marketable condition.

In the strawberry studies, microbiological analyses were made of 100 samples of Pacific Northwest strawberries, chiefly of the Marshall variety. The samples were packed in the 1930 season in paper containers and in No. 2 tin cans, without and with vacuum, and in sirups of different strengths. Fifteen months after the fruit had been stored at 15 degrees F. the fruit was thawed and again analyzed microbiologically. This analysis showed that 90 to 99 per cent of the organisms had been killed.

Berries having 10,000 organisms per gram at the time of packing gave counts of 1,000 or less. The chief surviving organisms are species of penicillium and spore-forming bacteria. In particular, the cold killed most of the yeasts, so that cans defrosted and kept in the laboratory two weeks failed to develop pressure. Other things being equal, sealed cans showed a somewhat higher "kill" than paper containers, which are not airtight.

PRODUCE IN COLD STORAGE.

Cold storage holdings, butter, cheese, eggs, on Feb. 1, 1932, with comparisons:

	Feb. 1, 1932.	Jan. 1, 1932.	Feb. 1, 1931.
	M lbs.	M lbs.	M lbs.
Butter, creamery	22,527	26,043	46,792
Cheese, American	46,388	55,775	54,490
Cheese, Swiss	9,541	9,747	8,742
Cheese, brick and			
Munster	1,024	1,365	800
Cheese, Limburger	1,084	1,071	614
Cheese, all other	4,670	5,331	4,816
Eggs, cases	694	1,475	735
Eggs, frozen	72,361	70,198	75,985

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on Feb. 1, 1932, with comparisons:

	Feb. 1, 1932.	Jan. 1, 1932.	Feb. 1, 1931.
	M lbs.	M lbs.	M lbs.
Broilers	14,480	15,432	13,067
Fryers	8,543	9,213	9,333
Roasters	33,011	35,220	30,564
Poultry	11,067	13,266	18,402
Turkeys	14,274	10,320	7,015
Miscellaneous	30,211	33,260	22,933

LOW TEMPERATURE WAREHOUSE.

A brick warehouse, 100 by 163 ft., two stories high is being erected by the Terminal Ice & Cold Storage Co., Portland, Ore., adjoining its plant erected last year in Hillsboro, Ore. An interesting feature of the building is that it will contain 350,000 cu. ft. of space which will be maintained at a temperature of zero degs. Fahr. or below, and in which will be stored quick-frozen foods and cold pack fruits.

The building will be insulated throughout with 7 in. of corkboard, and instead of the ordinary brine pipes, refrigeration will be by an air circulating system. The terminal plant in Hillsboro is located alongside the Ray-Maling canning plant, where for the past three years General Foods has been quick-freezing fruits and vegetables.

U. S. COLD STORAGE PROFITS.

Net income of United States Cold Storage Co. for the year ended December 31, 1931, after all charges, amounted to \$289,328. This compares with a net of \$271,712 in 1930. Assets of the company are listed at \$2,962,365 including cash of \$938,722 against current liabilities of \$874,211. Current assets totaled \$2,383,101 including cash of \$272,334. Current liabilities totaled \$1,700,300 at the close of 1930. Volume of business handled by the company's plants in 1931 was reported to be the largest in its history, totaling 510,000,000 lbs.

REFRIGERATION IN CUBA.

According to reports from Havana, Cuba, a recently organized company there is employing local capital to the extent of \$100,000 for the purpose of augmenting refrigeration facilities for food products in that country. Producers of meats, fruits and vegetables will be offered the service. At the present time only one or two companies in Havana are equipped with cold storage for meats.

BRINE TANK CARS.

Five hundred refrigerator cars especially designed for transporting meats are being constructed by Canadian Railways. Refrigeration will be furnished by brine tanks. A novel feature of these cars is the thermometer which will enable the temperature to be read without opening the doors.

A. S. R. E. SPRING MEETING.

The American Society of Refrigerating Engineers will hold its spring meeting in Boston, Mass., during the second week of June, 1932. The exact dates and the hotel headquarters will be announced later.

REFRIGERATION EXHIBIT.

The International Exhibition of Refrigeration, to be held in Buenos Aires, Argentina, from September 3 to 23, 1932, in connection with the Sixth International Congress of Refrigeration, will be divided into four sections, as follows:

First Section.—Refrigerating materials, including compressors and equipment, insulation, refrigerants and refrigeration accessories.

Second Section.—General application of refrigeration. Exhibition of perishable products in refrigerated condition by different systems.

Third Section.—Different systems of refrigeration. Transportation.

Fourth Section.—Advertising, publicity, statistics, etc.

Four major awards will be given exhibitors. These will consist of a grand prize, diploma of honor, gold medal and silver medal in the order named. Honorable mentions will also be made.

All firms of the Argentine Republic and those of foreign countries dealing in or interested in refrigeration, whether members or non-members of the International Institute of Refrigeration, are eligible and invited to participate in the exhibition.

Exhibitors may obtain further particulars in connection with this exhibition from Senor Juan Emilio Capurro, 149 Church st., New York City, who is the official representative in the United States of the commission in charge of the exhibit.

REFRIGERATION NOTES.

A \$100,000 addition will be built at the plant of the Apple Growers Cold Storage Co., Watsonville, Calif.

A contract has been awarded by the Producers Cold Storage Co., Ltd., Windsor, Ontario, Canada, to convert a dry storage plant into cold storage. The estimated cost of the work is \$50,000.

The former plant of the General Food Corp., Canastota, N. Y., has been acquired by the recently-formed Canastota Refrigerating Co., Inc., and will be remodeled for an electric-operated cold storage and refrigerating plant.

A quick freezing plant for strawberries, figs, etc., is being planned by the Mag-Tex Fig Association, Houston, Tex. It will cost about \$200,000.

Fire recently did considerable damage to the warehouse of the Idaho Fuel & Ice Co., Lewiston, Ida.

A pre-cooling plant in Covina, Calif., is being planned by the Covina Citrus industry.

The United States Cold Storage Co. of Chicago, has declared the regular quarterly dividend of 50c on the common and \$1.75 on the preferred stock.

Jerseyville Ice & Fuel Co., Jerseyville, Ill., recently added new refrigerating equipment to its plant.

Southern Fish & Oyster Co., Muskogee, Okla., is contemplating the



BUT—the "looks" don't show that one shoe will outlast the other by months of wear.

Real value in cold storage doors ... like shoes ... is built in. It doesn't show on the surface. Proof is in the performance ... and that is why we can guarantee Jamison Doors to outlast those of any other make, regardless of price.



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"Cannot Stand Open"—cuts refrigeration loss—speeds up traffic—Jamison strength.

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Consolidating Jamison Cold Storage Door Co., Inc.,
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Hagerstown, Maryland U. S. A.

Jamison & Stevenson
Cold Storage Doors

BRANCH OFFICES: NEW YORK, CHICAGO, PHILADELPHIA, DETROIT and ST. LOUIS ... AGENTS: Southern Ice Supply Co., Marietta, Ga. ... Gay Engineering Corporation, LOS ANGELES, Cal. ... Taylor Fithen, DALLAS, Texas ... FOREIGN: LONDON, HONOLULU and JAPAN

construction of an ice plant to have a capacity of 18 tons daily and to cost about \$25,000.

Contract for refrigerating the fruit warehouse of the Minneapolis & St. Louis Railway Co., Minneapolis, Minn., has been awarded to the York Ice Machinery Co.

CLIP HERE

Memo

To: Chief Engineer:

Be sure to insist on Pure Cork insulation for those new Cold Storage Rooms. I'd like United to do the job. We can depend on them.

"Boss."

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This modern low temperature insulation—
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Hogs Show Better Cut-Out Values

The strong factor in the hog market this week was the smaller receipts at the twelve principal centers. These were 16 per cent. less than in the first four days of the previous week and 10 per cent smaller than same period 1931.

Fresh pork demand, however, was not strong enough to make the receipt factor felt and there was little improvement in the price paid throughout the week. The closing days witnessed some improvement in demand at Chicago due to the colder weather which resulted in the local live market closing 10c higher than a week earlier.

At Chicago the top for the week ranged between \$4.15 and \$4.30 with good quality light weights heading the list. A large percentage of the light hogs arrived in unfinished condition so that choice hogs weighing under 200

lbs. were scarce. The heavier weights showed better finish, but the supply of hogs weighing 300 lbs. and over was scarce for this season of the year.

Hogs cut out better than a week ago, the 160- to 180-lb. range showing a loss of only 12c per head. The 225- to 250-lbs. show a loss of over \$1.00 per head.

The following test is worked out on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE during the first four days of the current week.

Representative credits and costs are used in figuring the test. Not only these but yields of the quality of hogs slaughtered should be substituted by individual packers in working out the test, as the one given below is offered only as a guide and check.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.34	\$1.17	\$1.13	\$1.06
Picnics	.34	.30	.26	.23
Boston butts	.22	.22	.22	.22
Pork loins	.79	.70	.61	.52
Belilles, light	.84	.78	.57	.48
Belilles, heavy			.24	.14
Fat backs		.05	.16	.20
Plates and jowls	.05	.07	.07	.08
Raw leaf	.07	.08	.08	.08
P. S. lard, rend. wt.	.58	.62	.56	.52
Spare ribs	.05	.06	.04	.04
Regular trimmings	.07	.07	.06	.06
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.02	.02	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$4.41	\$4.18	\$3.86	\$3.81
Total cutting yield	67.50%	69.00%	70.00%	71.00%
Crediting edible and inedible offal to totals the cost of well-finished live hogs of the ing results are secured:				
Loss per cwt.	\$.07	\$.27	\$.43	\$.17
Loss per hog	.12	.54	1.02	.49

above cutting values and deducting from these weights shown, plus all expenses, the following results are secured:

Provision and Lard Markets

WEEKLY REVIEW

Market Fairly Active—Prices Slightly Better—Hog Run Smaller—Hogs Steady—Cash Demand Fairly Good—Lard Stocks Increasing.

Market for hog products the past week backed and filled rapidly in a fairly active trade. Lard prices averaged slightly better. A generally better tone in other commodities and in the stock market, with smaller runs of hogs and a steadier hog market, as well as reports of a fair cash trade, served to bring about some increase in speculative buying and covering. The rallies continued to run into selling from packing house quarters presumably hedging pressure.

Some profit taking materialized on the swells, and there appeared to be some buying of lard against sales of cotton oil. At any rate, for the first time in weeks, the market was more stubborn to selling and showed a better disposition to respond to scattered absorption. The latter was in face of moderate gains in the stocks.

Receipts of hogs at the leading western packing points the past week were 529,000 head, against 596,000 head the previous week and 687,000 last year. Average price of hogs at Chicago at the beginning of this week was 3.85c. It later rallied to 3.90c, comparing with 3.75c a week ago, 7.05c a year ago, and 10.95c two years ago. Average weight of hogs received at Chicago last week was 231 lbs., against 232 lbs. the previous week, 236 lbs. a year ago and 231 lbs. two years ago.

Storage Stocks Increase.

Outward movement of lard continues fairly liberal, particularly to the United Kingdom, the disposition being to make arrival on the other side prior to the British duty. However, domestic lard trade was fairly good, as lard remains relatively cheaper than compound. It was generally conceded that lard is taking some trade away from compound.

As a result of packers forcing into consumption as much fresh meat as was possible in the face of heavier hog marketing, total stocks of meats on February 1, were 796,828,000 lbs., compared with 896,490,000 lbs. the previous year, and a five-year February 1 average of 869,572,000 lbs.

Cold storage lard holdings in the United States on February 1, 1932, were 78,538,000 lbs., compared with 62,624,000 lbs. the same time the previous year, and a five-year February 1 average of 89,781,000 lbs. Chicago lard stocks during the first half of February were expected to decrease moderately owing to liberal outward shipments, but the report, surprisingly, showed an increase of 3,891,765 lbs. over the beginning of the month. Lard stocks total now total 28,975,904 lbs., compared with 27,774,245 lbs. in mid-February last year.

Stocks of frozen pork on February 1 were 187,075,000 lbs., against 215,422,000 lbs. last year; dry salt pork, 49,746,000 lbs., against 40,796,000 lbs.; pickled pork in process of cure, 236,153,000 lbs.,

against 244,119,000 lbs.; pickled pork cured, 147,258,000 lbs., against 158,329,000 lbs. last year.

Hog Receipts Decrease.

Official exports of lard for the week ended February, 1932, were 11,907,000 lbs., against 15,175,000 lbs. last year. Exports from January 1 to February 6, 1932, have been 72,391,000 lbs., against 85,000,000 lbs. the same time last year.

With the exports showing up smaller and stocks increasing there was a more noticeable disposition to watch closely the attitude of the hog raiser in marketing livestock. The weather over the west was rather mild, and hog prices continued at a satisfactory feeding basis compared with corn.

Receipts of hogs at 63 leading markets during January totaled 4,217,822, a decrease of 434,305 head, or 9.3 per cent. Local slaughter was 2,707,077 head, a decrease of 199,961, or 6.9 per cent.

PORK—Market was quiet at New York. Mess was quoted at \$16.50 per barrel; family, \$19.00; fat backs, \$15.00 @18.00.

LARD—Demand was reported fairly good, and the market displayed a steadier tone. At New York, prime western was quoted at 5.40@5.50c; middle western, 5.20@5.30c; New York City tierces, 5c; tubs, 5½c; refined to the Continent, 5½c; South America, 5½c; Brazil kegs, 6½c; compound, car lots, 6¼@6½c; smaller lots, 6¼@7c.

At Chicago, regular lard in round lots was quoted at 22½c under March; loose lard, 82½c under March; leaf lard, 112½c under March.

See page 38 for later markets.

BEEF—Market was dull but steady. Mess at New York was nominal; packet, nominal; family, \$14.00@15.25 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$4.25; 6 lbs. South America, \$11.00; pickled beef tongues, \$60.00@65.00 per barrel.

BRITISH PORK IMPORTS.

United Kingdom imports of bacon for 1931, with comparisons, are reported as follows by the U. S. Department of Commerce:

	1931. Cwts.	1930. Cwts.
Sweden	578,423	550,278
Denmark	7,339,085	6,117,866
Netherlands	1,000,880	842,508
United States	189,027	479,067
Irish Free State	296,841	.....
Canada	49,555	90,298
Argentina .....	.....	.....
New Zealand .....	.....	.....
Other countries	1,084,008	771,055
Total	11,137,820	9,191,182

Frozen pork imports totaled 365,461 cwts. for 1931 as compared with 351,846 cwts. for 1930. Of these totals, the United States furnished 62,208 cwts. in 1931, as compared with 108,408 cwts. in 1930, showing a marked decline during the past year. England imported 66,907 cwts. of salted pork during 1931, as compared with 84,893 cwts. in 1930 of which the United States furnished 14,808 cwts. during 1931, and 16,993 during 1930.

Meat and Lard Stocks.

While stocks of meat and lard in packers' cellars and in cold storage warehouses in the United States on February 1 were larger than those of January 1, 1932, they were well under those of a year ago on that date and are lower than the five-year-average. The general position of stocks is good, in view of the large receipts of hogs and the relatively slow outlet for product.

Nearly 46,000,000 lbs. less pork went into the freezer during January than in the same month a year ago. While stocks increased materially during the month they are still well under those of last February 1 and under the five-year-average on that date.

Dry salt meat stocks at 104,000,000 lbs. were under those of a year ago and considerably under the five-year-average. Pickled stocks, also, compare favorably with those of a year ago and with the average of stocks on hand on February 1 during each of the past five years.

While higher than those of a year ago, lard stocks are nearly 11,000,000 lbs. less than the five-year-average on February 1.

Stocks on hand throughout the country on February 1, 1932, with comparisons, as reported by the U. S. Bureau of Agricultural Economics, were as follows:

	Feb. 1, '32. lbs.	Jan. 1, '32. lbs.	5-Year Av. Feb. 1. lbs.
Beef, frozen	36,113,000	37,812,000	63,000,000
in cure	9,500,000	9,538,000	12,179,000
Cured	5,548,000	5,840,000	11,275,000
Pork, frozen	187,075,000	141,758,000	191,028,000
D. S. in cure	54,146,000	50,412,000	60,192,000
D. S. cured	49,746,000	36,776,000	50,434,000
S. P. in cure	236,153,000	206,804,000	245,050,000
S. P. cured	147,258,000	127,556,000	143,558,000
Lamb and Mutton, frozen	1,968,000	2,318,000	4,322,000
Misc. meats	60,261,000	65,579,000	79,516,000
Lard	78,538,000	51,224,000	89,781,000
Product placed in cure during Jan. 1932-Jan. 1931. Pork frozen .....	.....	30,645,000	135,987,000
D. S. pork placed in cure .....	.....	62,395,000	90,450,000
S. P. pork placed in cure .....	.....	191,317,000	227,322,000

CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, Feb. 8, 1932.

Arrivals of lard at Hamburg from Feb. 1 to Feb. 6, 1932, were: From U. S. A., 1,343 tons; from Denmark, 150 tons. Asking prices for U. S. lard were \$14.37½@15.00 by packers and \$13.87½@14.50 by dealers.

German Market.—The market was featured by a further slow decline of prices which had a hindering influence on buying. Deficiencies were only supplied out of stocks on hand. There was no buying for future shipments. It had been hoped that as a consequence of the increased butter tariff lard consumption would grow, but until now there is no visible effect of it. Dealers dominated the market. Arrivals from Denmark were ample and went only partly into consumption. There

was a further decline of prices for German lard.

Danish Market.—In spite of the restrained slaughters Danish export packers could not raise their prices. Quotations for lard in bladders were about 71 to 73 Danish crowns; for lard in blocks, about 68@69; for lard in tierces about 65 to 68.

Holland Market.—Quotations for American lard reached a new low level, certain importers being ready to cable bids of \$13. Stocks on hand were quoted a little higher at \$14. Dutch lard showed little change, only small contracts being effected.

Bacon Markets.—During the week from Jan. 28 to Feb. 3 Denmark slaughtered 152,959 hogs, of which 134,443 were destined for bacon export. Holland during the same period slaughtered 6,795 hogs for bacon manufacture, while a quantity of bacon equal to 5,818 hogs was exported to the United Kingdom. British bacon imports during the week amounted to: 2,453 cwt. from Ireland, 176,128 cwt. from Denmark, 1,709 cwt. from U. S. A., 6,101 cwt. from Holland, 15,420 cwt. from the Baltic States, 19 cwt. from Canada, 4,735 cwt. from Sweden, 21,256 cwt. from Poland, and 3,706 cwt. from Germany.

Fat Backs.—Quotations remained unchanged, buyers having reduced their stocks to the utmost. An improvement in demand is expected for the coming weeks.

Oleo Oil.—A sudden and unexpected price reduction took place; quotations decreased to \$16 for extra oleo oil, and \$13.80 for prime oleo oil. Futures, however, inclined about 55 cents.

Hog Livers.—Stocks of slightly pickled North American hog livers are cleared. Shipments were not effected. Frozen North American hog livers, prompt shipment, offered at \$10.00 to \$10.50, c.i.f. Hamburg. Danish hog livers were in strong demand, and in the course of the week developed quite a bullish tendency. At the close of the week fresh Danish hog livers sold on a basis of \$20.50; salted, \$14, c.i.f. Hamburg.

Casings.

Export beef middles.—North American, 110, \$0.80. South American, 110, \$1.00.

Export beef rounds.—North American, 225, \$0.26; 200, \$0.26; 190, \$0.24; 140, \$0.50. South American, 210, 225, 200, \$0.45.

Domestic beef rounds.—North American, 180, \$0.18; 140, \$0.36. South American, 180/150, \$0.22.

Hog bungs.—North American, 400, per piece, \$0.30; 550, per piece, \$0.11; 600, per piece, \$0.08.

Danish original hog bungs, Danish crown, 0.25.

Hog casings.—North American, narrow, per 100 yards, \$2.75; medium, per 100 yards, \$1.00; wide, per 100 yards, \$0.65.

Danish, narrow-medium-wide, per meter, Danish crown 0.03. Chitterlings, per 10 meter, Danish crown 0.50. Hog

bung ends, per piece, Danish crown 0.05.

Chinese hog casings:

Millimeter.	Yards.	Reichsmark.
26/28	27	1.50
28/30	27	1.40
30/32	27	1.10
32/34	27	0.85
over 34	27	0.60

SALVADOR REDUCES LARD TAX.

By an executive decree, Salvador has restored the import duty of \$8 per 100 gross kilos on hog lard, on which the import duty had been increased to \$26.80 per 100 gross kilos by a decree effective August 26, 1931. This restoration of the lower duty is declared to be prompted by the fact that the higher rate increased the cost of living, and discouraged the importation of superior qualities of lard.

BRITISH BACON IMPORTS.

Imports of bacon into the United Kingdom during the first eleven months of 1931, with comparisons, are reported by the U. S. Department of Commerce as follows:

	January to November, 1931.	1930.
	Cwt.	Cwt.
Sweden	544,911	498,411
Denmark	6,647,425	5,392,680
Netherlands	973,967	787,882
United States	181,461	448,252
Irish Free State	208,391	305,796
Canada	36,245	92,340
All other*	1,504,563	679,962
Total	10,158,963	8,184,096

*Mainly Poland and Latvia.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 1, 1932, to Feb. 17, 1932, totaled 20,192,753 lbs.; tallow, none; greases, 80,000 lbs.; stearine, 742,800 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 18, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$13.00@16.00		\$12.00@15.50	
Good	10.50@13.00		11.00@12.50	
Medium	9.50@10.50			
STEERS (550-700 lbs.):				
Choice	13.00@16.00		12.00@15.50	\$14.00@15.00
Good	10.50@13.00		11.00@12.50	10.50@13.00
STEERS (700 lbs. up):				
Choice	12.00@15.00	\$12.00@13.50	12.00@15.50	14.00@15.00
Good	10.50@12.00	10.50@12.00	11.00@12.50	10.50@13.00
STEERS (500 lbs. up):				
Medium	9.00@10.50	9.00@11.00	9.00@11.00	9.00@10.00
Common	8.00@9.00	8.00@9.00	7.00@9.00	
COWS:				
Good	7.00@8.50	7.50@8.00	8.50@9.00	8.50@9.00
Medium	6.00@7.00	6.50@7.50	7.50@8.50	7.50@8.50
Common	5.50@6.00	6.00@6.50	6.50@7.50	6.50@7.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	10.50@11.50	13.00@14.00	12.00@13.00	12.00@13.00
Good	9.50@10.50	11.00@12.00	10.00@12.00	11.00@12.00
Medium	7.00@9.50	9.00@11.00	7.00@9.00	10.00@11.00
Common	6.00@7.00	8.00@9.00	6.00@7.00	9.00@10.00
CALF (2) (3):				
Good	6.50@7.50			
Medium	5.50@6.50			
Common	5.00@5.50			
Fresh Lamb and Mutton:				
LAMB (35 lbs. down):				
Choice	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.00
Good	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	11.00@12.00	11.00@12.00	11.00@12.00
Common	10.00@11.00	10.00@11.00	10.00@11.00	
LAMB (30-45 lbs.):				
Choice	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.00
Good	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	11.00@12.00	11.00@12.00	11.00@12.00
Common	10.00@11.00	10.00@11.00	10.00@11.00	
LAMB (40-55 lbs.):				
Choice	11.50@12.50	12.00@13.50	12.00@12.50	12.50@13.00
Good	10.50@11.50	11.50@13.00	11.00@12.00	12.00@12.50
MUTTON (Rwe) 70 lbs. down:				
Good	7.50@9.00	8.00@9.00	7.50@8.50	7.00@8.00
Medium	6.00@7.50	7.00@8.00	6.50@7.50	6.00@7.00
Common	5.00@6.00	6.00@7.00	4.00@6.50	5.00@6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.50@9.50	8.50@9.00	8.00@9.50	8.50@9.00
10-12 lbs. av.	8.50@9.50	8.00@8.50	8.00@9.50	8.00@9.00
12-15 lbs. av.	7.50@8.50	8.00@8.50	7.50@8.50	8.00@8.50
16-22 lbs. av.	6.50@7.50	7.00@7.50	7.00@8.00	7.00@8.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	5.50@6.50		6.00@8.00	7.50@8.00
PICNICS:				
6-8 lbs. av.		7.00@8.00		7.00@7.50
BUTTS, Boston Style:				
4-8 lbs. av.	6.50@7.50		7.50@8.00	8.00@8.50
SPARE RIBS:				
Half Sheets	4.50@6.00			
TRIMMINGS:				
Regular	3.00@3.50			
Lean	5.00@6.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



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NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A moderate turnover featured the market for tallow at New York the past week. The undertone of the market was steadier, being aided somewhat by less pressure from producers and the better feeling in commodities in general. Following further business at 2½c f.o.b. for extra, some business transpired at 2¼c f.o.b., but the quantities were not disclosed.

Consumers were not inclined to come up in their ideas, but producers appeared a little more confident and in a little better position owing to the recent absorption by soapers. As a result the producer was holding for 2¼c to 3c f.o.b.

At New York, special loose was quoted at 2½@2½c; extra, 2¼c f.o.b.; edible, 3½@3½c.

At Chicago, trading in tallow was more active, some good sized quantities of prime packer being sold over the week-end at 3¼c f.o.b. Kansas City. These were followed by sales at that point at 3¼c f.o.b. for March delivery. At Chicago, edible was quoted at 3½c; fancy, 3½@3½c; prime packer, 3½c; No. 1, 2½c; No. 2, 1¼c.

At the London auction, 405 casks were offered and 178 sold, prices showing an advance of 6d@1s over previous sales. Mutton was quoted at 24s 6d@25s 6d; beef, 25s 6d@26s 6d; good mixed, 22s 6d@25s 6d. At Liverpool, Argentine good beef tallow, February-March, advanced 2s this week to 25s 6d, while Australian good mixed at Liverpool, February-March, was up 9d at 26s.

STEARINE—The market at New York was quiet and easy owing to moderate offerings and slow demand. Oleo was quoted at 4¼c. At Chicago, the market was slow and barely steady, with oleo quoted at 3¼c.

OLEO OIL—A moderate interest and a barely steady tone ruled the market at New York. Extra was quoted at 6½@6½c; prime, 5½@5½c; lower grades, 5c. At Chicago, the market was rather quiet but fairly steady, with extra quoted at 6c.

See page 38 for later markets.

LARD OIL—Demand was rather slow, but the market ruled steady. Edible at New York was quoted at 10c; extra winter, 7¼c; extra, 7½c; extra No. 1, 7¼c; No. 1, 7c; No. 2, 6¾c.

NEATFOOT OIL—Hand-to-mouth business was reported passing, but

prices were steady. Pure oil at New York was quoted at 9¼c; extra, 7½c; No. 1, 7¼c; cold test, 13c.

GREASES—Trade at New York was on a modest scale, but the market displayed a steadier tone. Superior house grease was reported to have sold at 2¼c f.o.b., with leading producers holding for better levels. The last business in house grease at New York was said to have passed at 2¼c. Soapers were not inclined to follow upturns readily, but with tallow steadier and other commodities firmer, producers were more inclined to hold greases firmly.

At New York, superior house was quoted at 2¼@2½c; A white, 2½@2½c; B white, 2½@2½c; yellow and house, 2½@2½c; choice white, 3¼c nominal.

At Chicago, there was more activity in greases. Sales of choice white reported at 2¼c Chicago, with holders asking 3c for further quantities. At Chicago, brown was quoted at 1¼c; yellow, 2@2½c; B white, 2¼c; A white, 2½c; choice white, all hog, 2½@3c.

By-Products Markets

Chicago, Feb. 18, 1932.

Blood.

Market continues very quiet and quoted \$1.00@1.25n.

Ground and unground.....	Unit Ammonia.	\$1.00@1.25n
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Digester Feed Tankage Materials.

Buyers are showing little interest and little product is moving.

Unground, 11½ to 12% ammonia.....	Unit Ammonia.	\$.90@1.10 & 10c
Unground, 8 to 9% ammonia.....		.90@1.10 & 10c
Liquid stick .....		.75@.90

Dry Rendered Tankage.

Trading in tankage is reported in a limited way only. Offerings are not heavy. Prices are quoted 25@30c.

Hard pressed and exp. unground,	per unit protein	\$.25 @ .30
Soft prod. pork, ac. grease & quality, ton		@25.50
Soft prod. beef, ac. grease & quality, ton		@15.50

Packhouse Feeds.

Product movement is small and trading seasonable. Slightly improved consumer demand appears to be in evidence.

Digester tankage, meat meal.....	\$	@25.00
Meat and bone scraps, 50%		@25.00
Steam bone meal, special feeding,	per ton	@20.00
Raw bone meal for feeding.....		25.00@30.00n

Fertilizer Materials.

Market is unchanged. Producers continue to offer at \$1.00 & 10c.

High grd. ground 10@12% am..	Unit Ammonia	@\$1.00 & 10c
Low grd., and ungr., 6-8% am..		@1.00 & 10c
Bone tankage, ungd., low gd.,	per ton	10.00@12.00
Hoof meal		1.15@1.25n

Bone Meals (Fertilizer Grades).

Market shows no change. Producers are quotinf at \$20.00.

Steam, ground, 3 & 50.....	@20.00
Steam, unground, 3 & 50.....	@13.00

Horns, Bones and Hoofs.

Per Ton.	
Horns, according to grade.....	\$30.00@150.00
Mfg. shin bones	65.00@110.00
Cattle hoofs	23.50@24.00
Cattle hoofs	15.00@16.00
Junk bones	@12.00n

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet and few sales are being made.

Per Ton.	
Kip stock	\$20.00@22.00
Hide trimmings (new style).....	6.00@8.00
Shinaws, plizes	10.00@12.00
Horns, piths	23.50@24.00
Cattle jaws, skull and knuckles.....	20.00@21.00
Calif stock	38.00@40.00
Hide trimmings (old style).....	10.00@12.00
Pig skin scraps and trim., per lb....	2 @ 2½c

Animal Hair.

Market remains unchanged. Some winter production is still to be disposed of.

Summer coil and field dried.....	½ @ 1c
Processed, black winter, per lb.....	4 @ 4½c
Processed, grey, winter, per lb.....	3 @ 3½c
Cattle, switches, each.....	1 @ 1½c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 17, 1932.

Sales of tankage, blood, etc., have been small the past week or two. Underground tankage is offered at \$1.10 & 10c New York with buyers bidding \$1.00 & 10c and under depending upon the destination. One or two lots of dried blood sold at \$1.50 New York and the present stocks are not very heavy.

Steamed bonemeal (foreign) is lower in price with fair quantities having moved the past few weeks. Raw bone meal is unchanged in price.

The leading producers are quoting \$22.00 per ton in bulk for sulphate of ammonia, basis ex vessel ports, but sales of smaller producers are being made under this price. Foreign material is offered at \$19.00 per ton in bulk, c.i.f. U. S. ports.

Nitrate of soda is unchanged in price with a limited amount of business being done.

FINNISH IMPORT DUTIES.

Increased import duties are to be levied on margarine and canned meats during 1932, according to a Finnish law effective January 1, which affects numerous commodities. Margarine duties will be increased from 2.50 to 3.50 Finnish marks per kilo, and canned meats from 10 to 15 marks per kilo.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones,
Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS.

Cotton seed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for six months ended January, 31, 1932, compared with a year ago, as reported by the U. S. Census Bureau:

	COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).					
	Received at mills* Aug. 1 to Jan. 31. 1932.	1931.	Crushed Aug. 1 to Jan. 31. 1932.	1931.	On hand at mills Jan. 31. 1932.	1931.
United States	4,716,775	4,304,392	3,547,330	3,730,660	1,179,210	619,148
Alabama	300,448	390,726	243,013	314,656	58,104	46,336
Arizona	41,181	52,152	34,601	50,686	6,530	11,713
Arkansas	430,842	249,567	306,826	212,417	134,616	37,200
California	72,637	114,726	58,504	76,047	15,333	46,819
Georgia	313,561	550,159	258,277	512,301	56,663	47,587
Louisiana	217,704	197,682	184,463	175,340	33,923	23,012
Mississippi	619,314	538,632	430,872	449,739	180,523	98,888
North Carolina	193,833	252,571	153,021	223,135	41,519	29,800
Oklahoma	358,408	244,539	294,411	214,471	72,792	33,550
South Carolina	154,111	220,244	145,235	207,694	9,781	12,944
Tennessee	423,507	252,026	244,040	208,396	179,695	46,225
Texas	1,499,760	1,192,227	1,154,347	1,031,416	358,565	177,514
All other states	71,409	63,121	49,603	54,363	21,857	8,760

*Includes seed destroyed at mills but not 24,784 tons and 45,434 tons on hand August 1, nor 29,547 tons and 51,560 tons reshipped for 1932 and 1931, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Season.	On hand Aug. 1.	Produced Aug. 1 to Jan. 31.	Shipped out Aug. 1 to Jan. 31.	On hand Jan. 31.
		1932.	1931.	1932.	1931.
Crude oil	1931-32	8,068,071	1,105,481,652	1,018,925,516	133,628,955
(pounds)	1930-31	7,863,957	1,126,889,184	1,048,237,157	127,826,502
Refined oil	1931-32	127,585,539	2,690,759,267	2,455,210,975	155,210,975
(pounds)	1930-31	361,600,092	2,618,139,066	2,455,210,975	468,107,422
Cake and meal	1931-32	146,888	1,581,306	1,520,525	217,696
(tons)	1930-31	55,352	1,088,531	1,396,699	345,154
Hulls	1931-32	47,723	997,548	827,126	218,145
(tons)	1930-31	28,486	1,030,766	909,776	149,485
Linters	1931-32	175,904	361,712	428,891	308,725
(running bales)	1930-31	135,220	647,126	440,987	341,361
Hull fiber	1931-32	3,564	21,607	13,131	12,040
(500-lb. bales)	1930-31	2,659	35,416	30,987	7,068
Grabbots, notes, etc.	1931-32	12,475	17,378	10,368	19,485
(500-lb. bales)	1930-31	12,776	25,732	15,611	22,887

*Includes 3,267,812 and 12,482,899 lbs. held by refining and manufacturing establishments and 3,011,840 and 32,773,501 lbs. in transit to refiners and consumers August 1, 1931, and January 31, 1932, respectively.

†Includes 4,207,734 and 3,068,365 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,585,902 and 5,707,510 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1931, and January 31, 1932, respectively.

**Produced from 953,221,736 lbs. of crude oil.

GERMAN LARD IMPORTS.

Imports of lard into Germany during December and for the year 1931, with the country of origin are reported as follows:

	Dec., 1931. Tons.	Year, 1931. Tons.
Denmark	2,147.2	20,821.9
Poland	35.2	35.2
Netherlands	271.1	2,636.0
Lithuania	80.3	184.3
Sweden	0.2	1,106.4
Austria	...	30.1
Spain	41.4	351.0
Hungary	...	525.0
United States	5,429.9	57,047.1
Argentina	152.8	357.2
Brazil	16.1	16.1
Australia	0.2	30.9
Total	8,132.8	83,214.0

Total lard imports in December, 1930, amounted to 4,651.1 tons and for the year, 80,368.2 tons.

GERMAN IMPORTS DECLINE.

Imports of fats and casings into Germany during December and for the year 1931, with comparisons, are reported as follows:

	Dec., 1931. Tons.	Year, 1931. Tons.	Year, 1930. Tons.
Oleomargarine	502.3	6,505.8	8,066.5
Premier jus	164.2	1,851.9	1,762.5
Tallow	1,879.7	17,242.9	19,274.2
Fat backs	1,344.8	14,910.7	8,022.8
Casings	3,891.6	43,533.2	47,419.8

Of the 1931 import the United States supplied 6,370.5 tons of oleomargarine, 208.5 tons of premier jus, 495.2 tons of tallow, 790.2 tons of fat backs and 6,845.7 casings.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended February 13, 1932, amounted to 7,975 metric tons, compared with 8,851 metric tons last week, and 7,794 metric tons for the same period last year.

FATS AND OILS STATISTICS.

High and low prices of fats, oils and by-products from 1921 to 1931, inclusive, are embodied in the annual statistical publication of the Davidson Commission Co., Chicago, provision and packinghouse by-products brokers. Lowest and highest current cash prices each month for 17 years of prime steam lard per 100 lbs. in the Chicago market are given, also Board of Trade cash prices on dry salt bellies for each month from 1924 to 1931 inclusive.

Oil prices include those for prime summer yellow cottonseed oil and corn oil, also prices of prime oleo stearine, edible tallow, prime tallow, No. 1 tallow, "A" white grease, yellow grease, brown grease, No. 2 packers tallow, "A" white grease stearine and yellow grease stearine for the periods specified. Prices are given for high grade ground feed stock for each month of 1928-1931, inclusive, the market on high grade ground blood for 1921-1931, and the market on high grade ground fertilizer tankage for the same period.

As long as the supply lasts the booklet will be distributed free of charge on application to the Davidson Commission Co. to THE NATIONAL PROVISIONER.

LIMIT SUBSTITUTE IMPORTS.

Margarine and lard substitutes are important among the articles which may only be imported into Estonia upon government import license according to an Estonian law effective November 21, 1931. This law amended and added to a previous published list. In addition, as an emergency measure to restrict imports and provide additional revenue, increased duties have been levied on margarine and lard substitutes, along with other commodities.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 17, 1932.

Cottonseed meal market opened strong this morning, with prices fully as high as yesterday's close. Shortly after the opening, however, persistent selling made its appearance. August-September meal sold at \$14.15, but with continued offerings the price broke down to \$14.00. March sold at \$13.00 and declined to \$12.85. April meal sold at \$13.25 and declined to \$13.00. There were more sellers than buyers apparent during the entire session.

A good deal of interest was displayed in August-September. Selling was evidently hedging to take advantage of the premium. Buying appeared to be for investment. The market was active, 3,100 tons being sold. The tendency appears to have turned downward again on account of the lack of demand from the consuming trade.

Cotton seed market was quite active today. Prices were up to \$11.50 on March, at which point there was a good deal of trading. There were also trades liquidating March and buying September at \$2.50 premium. The market, however, closed weak. After the decline in cottonseed meal March seed was no longer salable at \$11.50.

FOR PHILIPPINE OIL TARIFF.

Philippine independence and a tariff on coconut oil and copra from the Islands would benefit American agriculture, it was declared this week by spokesmen for dairy interests testifying before the House Committee on Insular Affairs. Several bills for Philippine independence are before the committee, and the plan most discussed calls for five years of free trade with the United States. This feature was opposed by farm representatives on the ground that Philippine products, particularly sugar and coconut oil, injure American agriculture.

COTTONSEED RULE AMENDED.

The executive committee of the National Cottonseed Products Association, on January 15, 1932, amended Rule 140, Section 4, to read as follows: "The quality index of bolly seed, or any seed container in excess of 3 per cent total foreign matter and/or in excess of 18 per cent combined foreign matter and moisture, shall be 92 per cent, provided that if such seed contains excess free fatty acids this index (92 per cent) shall be reduced according to the provisions of Section 3 of this rule."

COCOANUT OIL IMPORTS.

Cocoanut oil imports into the United States during November, 1931, were 25,186,034 lbs., valued at \$893,629, according to the U. S. Bureau of Foreign and Domestic Commerce. Copra imports during the same month were 41,906,805 lbs., valued at \$900,407.

COTTONSEED PRODUCTS EXPORT.

Exports of cottonseed products for five months ended December 31, 1931, are reported by the U. S. Census Bureau as follows:

	1931.	1930.
Oil, crude, lbs.	2,444,065	2,237,620
Refined, lbs.	2,638,335	7,064,899
Cake and meal, tons of 2,000 lbs.	146,882	15,794
Linters, running bales	43,631	51,122

Vegetable Oil Markets

WEEKLY REVIEW

Market Steady—Trade Fair—Sentiment More Divided—Cash Trade Moderate—Crude Steady—Statistical Report Bearishly Construed—Outside Markets Steadier.

An extremely steady market and a fair trade ruled cottonseed oil futures on the New York Produce Exchange the past week. One of the outstanding features was the ability of the market to hold in the face of unfavorable advices. Cash trade was moderate, and the statistical report was bearishly construed, but no particular pressure developed either in the way of against actual oil or liquidation. The market also paid little attention to increasing supplies of lard.

Commission house trade was mixed. Interests with western and southern connections were on both sides part of the time, offerings showing a tendency to enlarge moderately on the swells. On the setbacks, however, support developed, and it took but moderate absorption to keep the ring fairly well cleaned up of contracts.

Development of steadier outside markets, particularly in major commodities and securities, had considerable influence in that the better outside feeling brought about more or less covering by professional shorts, as well as by some Wall Street shorts.

Situation Little Changed.

There was a feeling at times that some of the pressure was against actual oil and from the South. There is a tendency to keep a close eye on the latter owing to the comparatively large stocks and the absence of noticeable improvement in consuming demand. However, at no time was there any large selling on the market, and sentiment appeared more divided.

Locals were less inclined to press declines, although some ring observers were of the impression that the technical position of the market had been weakened somewhat by covering. At any rate, it was again rather apparent that the statistical position has been discounted to a great extent. Close observers are more or less convinced that better oil prices than exist at the mo-

ment are more or less dependent upon betterment in the general commodity structure rather than from conditions within the oil market itself.

A little crude oil changed hands in the Southeast and Valley at $3\frac{1}{4}$ c, and the markets in those sections later were called $3\frac{1}{4}$ c nominal; Texas, 3c bid.

January Consumption Off.

January consumption of 226,000 bbls. was about as expected. Revised January figures of the previous year show a consumption of 291,000 bbls. Consumption for the first six months was 1,534,000 bbls., compared with 1,887,000 bbls. the same time last season, a decrease of 353,000 bbls. Visible supply at the beginning of February was 2,548,000 bbls., compared with 1,881,000 bbls. last year, or 667,000 bbls. larger.

General reports indicated a moderate cash trade the past week. With lard relatively cheap the prospects are for continued keen competition between lard and compound. As a result, early estimates on February oil consumption are running slightly under 200,000 bbls.,

compared with 244,000 bbls. a year ago, 265,000 bbls. two years ago, and 281,000 bbls. three years ago.

The lard market felt the outside betterment to some extent, but had difficulty maintaining all of the recoveries. The cold storage holdings of lard in the United States on February 1, 1932, were 78,538,000 lbs., compared with 62,624,000 lbs. a year ago, and a five-year February 1 average of 89,781,000 lbs. Chicago lard stocks the first half of February increased 3,891,765 lbs., totaling 28,975,904 lbs., and comparing with 27,774,245 lbs. in mid-February 1931.

COCOANUT OIL—While demand was moderate at New York and at the Pacific Coast, the market ruled steady. There was no particular pressure of offerings. Copra was reported firmer and was quoted at $2\frac{1}{2}$ c. At New York, tanks were quoted at $3\frac{1}{4}$ c. At the Pacific Coast, tanks were quoted at $3\frac{1}{2}$ c.

SOYA BEAN OIL—The market was rather quiet, but offerings were fair. At New York, prices were quoted at $3\frac{1}{4}$ c; f.o.b. western mills, $2\frac{1}{2}$ c asked.

PALM OIL—Market was about steady, with no particular activity in evidence. A routine demand was reported. At New York, spot Nigre was quoted at $3\frac{1}{4}$ @ $3\frac{1}{4}$ c; shipment Nigre, 3.15c; spot Lagos, 4c; shipment Lagos, $3\frac{1}{4}$ c; $12\frac{1}{2}$ per cent acid for shipment, 3.60c; 20 per cent softs, 3.55c; Benin and Port Harcourt, 3.40c.

CORN OIL—While demand was moderate it was reported steadier. Sellers are asking $3\frac{1}{2}$ @ $3\frac{1}{2}$ c f.o.b. mills.

PALM KERNEL OIL—Demand continued hand-to-mouth, but offerings were limited. Shipment oil at New York was firm and was quoted at 3.90c.

OLIVE OIL FOOTS—A quiet but steady market was reported in this quarter, with all positions at New York quoted at $4\frac{1}{4}$ @5c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—There was no particular pressure on the market, but demand was moderate. Prices were quoted at $3\frac{1}{4}$ c buyers' tanks f.o.b. southern mills.

COTTONSEED OIL—Store oil stocks

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 18, 1932.—Cotton oil markets are fractionally higher than a week ago and are following lard closely. Crude is steady at 3c lb. for Texas and $3\frac{1}{4}$ @ $3\frac{1}{4}$ c lb. for Valley. Bleachable is dull at 3.90c loose New Orleans. Trading in future contracts is light.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 18, 1932.—Crude cottonseed oil, $3\frac{1}{4}$ @ $3\frac{1}{4}$ c lb.; forty-one per cent protein cottonseed meal, \$13.00; loose cottonseed hulls, \$1.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 19, 1932.—Prime cottonseed oil, 3c; 43 per cent meal, \$14.50; hulls, \$5.00; mill run linters, $\frac{1}{2}$ @3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

at New York continue light, and the market was quiet and steady with futures. Southeast and Valley crude, 3½c bid; Texas, 3c bid.

Market transactions at New York:

Friday, February 12, 1932.

HOLIDAY—No Market.

Saturday, February 13, 1932.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			400 a	....
Feb.			400 a	....
Mar.			438 a	443
May	4	453 452	450 a	453
July	5	465 462	463 a	462
Aug.			462 a	474
Sept.	6	475 475	470 a	475

Sales, including switches, 15 contracts. Southeast crude 3½c sales and bid.

Monday, February 15, 1932.

Spot			400 a	....
Feb.			420 a	430
Mar.	9	438 435	430 a	435
May			444 a	446
July			455 a	458
Aug.			458 a	465
Sept.	7	470 469	469 a	....

Sales, including switches, 16 contracts. Southeast crude, unquoted.

Tuesday, February 16, 1932.

Spot			420 a	....
Feb.			435 a	....
Mar.	1	438 438	439 a	445
May	9	450 448	450 a	....
July	2	460 460	461 a	462
Aug.			463 a	473
Sept.	8	474 470	472 a	474

Sales, including switches, 20 contracts. Southeast crude, quoted at 3½c bid.

Wednesday, February 17, 1932.

Spot			400 a	....
Feb.			400 a	....
Mar.	1	437 437	435 a	438
May	5	449 449	446 a	449
July	2	465 465	457 a	460
Aug.			460 a	470
Sept.	2	472 468	468 a	....

Sales, including switches, 10 contracts. Southeast crude, 3½c bid.

Thursday, February 18, 1932.

Spot			375 a	....
Mar.			435 435	436
May			445 a	450
July			457 a	460
Sept.			467 a	470

Later markets on this page.

HULL OIL MARKETS.

Hull, England, Feb. 18, 1932. — (By Cable.)—Refined cottonseed oil, 25s; Egyptian crude cottonseed oil, 22s 6d.

**Gereke Allen
Carton Co.**

17th & Chouteau Blvd.
ST. LOUIS, MO.

Our Display Containers and
Cartons are made to suit your
individual requirements.

And G-A Designs have an ex-
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appeal and attraction.

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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were irregular the latter part of the week due to fair hog run, hedge pressure and claims that English buyers have taken 18,000 to 20,000 tierces of prime steam lard from Chicago recently for immediate shipment in order to avoid paying the English duty. If this is so it means English needs are satisfied for next four weeks, and creates an expectation of increasing lard stocks. Buying covering on better grain and outside markets, however, checked setbacks.

Cottonseed Oil.

Cotton oil quiet and steady in sympathy with outside strength, but market lacks individual feature. Southeast and Valley crude, 3½c bid. Cash trade is moderate; weather in South is showery; pressure of seed continues light.

Quotations on bleachable cottonseed oil at New York Thursday noon were:

Feb., \$4.10@4.30; Mar., \$4.36@4.40; May, \$4.47@4.51; July, \$4.61@4.64; Aug., \$4.63@4.70; Sept., \$4.71@4.75.

Quotations on prime summer yellow: Feb., \$4.00 bid; Mar., \$4.20@4.40; May, \$4.30@4.51; July, \$4.45@4.64; Aug., \$4.50@4.70; Sept., \$4.55@4.75.

Tallow.

Tallow, extra, 2½c F.O.B.

Stearine.

Stearine, 4½c asked.

Friday's Lard Markets.

New York, Feb. 19, 1932. — Lard, prime western, \$5.30@5.40; middle western, \$5.10@5.20; city, 5c; refined continent, 5½@5½c; South American 5½c; Brazil kegs, 6½c; compound, 6½@6½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 19, 1932.—Market on American meats generally quiet. Fair demand for A. C. hams, but picnics and square shoulders very slow. Trade only moderately active on pure refined lard during early days of the week but toward the close demand was good but prices low.

Friday's prices were as follows: Hams, American cut, 69s; hams, long cut, 72s; shoulders, square, none; picnics, none; short backs, 64s; bellies, clear, 52s; Canadian, 58s; Cumberlands, 46s; Wiltshires, none; spot lard, 45s.

EUROPEAN PROVISION CABLES.

Market at Hamburg was slightly firmer, according to cabled reports to the U. S. Department of Commerce for the week ended February 13, 1932. Prices per 100 kilos for prime steam lard, \$13.40; fatbacks, 12/14 lbs., \$17.00; pork livers, frozen, \$8.00. Receipts of lard for the week were 1,530 metric tons, of which 88 came from Denmark.

Arrivals of hogs at 20 of Germany's most important markets were 83,000 at a top Berlin price of 9.08c a lb. compared with 79,000 at 11.90c a lb. for the same week of last year.

The Rotterdam market reports animal fats dull, prices decreasing slightly;

vegetable oils market slightly firmer. Prices per 100 kilos extra neutral lard, \$15.20; extra oleo oil, \$15.90; prime oleo oil, \$13.20; extra premier jus, \$9.70; prime premier jus, \$9.40; refined lard, \$13.40; cottonseed oil, \$12.40.

The market at Liverpool shows little alteration; stocks light, prices steady.

The total of pigs bought in Ireland for bacon curing was 17,400 for the week, as compared with 16,400 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended February 10 was 129,500, compared with 111,000 for the corresponding week of last year.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 18, 1932, show exports from that country were as follows: To the United Kingdom, 144,126 quarters; to the Continent, 12,742 quarters.

Exports of the previous week were as follows: To England, 122,418 quarters; to the Continent, 15,783 quarters.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended February 13, 1932:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—			
	Feb. 13, 1932.	Feb. 14, 1932.	Feb. 6, 1932.	Jan. 1 to Feb. 13, 1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	333	597	348	2,906
To Belgium	29	506	213	1,671
United Kingdom	3	....	....	....
Other Europe	32	5	118	401
Cuba	12	26	17	121
Other countries	12	26	17	121

BACON INCLUDING CUMBERLANDS.

Total	911	1,804	927	3,806
To Germany	3	50	1	72
United Kingdom	736	1,050	705	4,407
Other Europe	15	62	12	247
Cuba	154	11	145	1,506
Other countries	3	22	3	127

PICKLED PORK.

Total	39	236	40	601
To United Kingdom	18	48	26	104
Other Europe	3	....	....	....
Canada	148	....	....	....
Other countries	3	37	28	107

LARD.

Total	20,439	17,885	11,907	82,809
To Germany	1,562	3,501	3,525	22,962
Netherlands	675	1,501	665	6,500
United Kingdom	18,484	10,239	3,850	49,500
Other Europe	493	456	272	2,970
Cuba	545	1,242	1,258	4,710
Other countries	810	946	2,231	7,100

TOTAL EXPORTS BY PORTS.

Week ended, February 13, 1932.

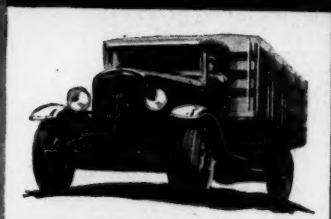
	Hams and shoulders.		Bacon, pork.		Lard.
	M lbs.	M lbs.	M lbs.	M lbs.	
Total	333	911	39	236	20,439
Boston .....	....	....	....	....	....
Detroit	264	330	....	....	....
Port Huron	5	1	....	....	....
Key West	32	154	....	....	....
New Orleans	12	3	....	....	....
New York	20	423	....	....	....
Philadelphia .....	....	....	....	....	....
Baltimore .....	....	....	....	....	1,113

DESTINATION OF EXPORTS.

	Hams and shoulders.		Bacon, pork.		Lard.
	M lbs.	M lbs.	M lbs.	M lbs.	
Exported to:					
United Kingdom (total)	266	330	....	....	....
Liverpool	215	72	....	....	....
London	60	3	....	....	....
Manchester .....	....	....	....	....	....
Glasgow	4	....	....	....	....
Other United Kingdom	1	....	....	....	....
Exported to:					
Germany (total)	1,562	3,501
Hamburg	1,242	1,258

¹Exports to Europe only.

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Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 18, 1932.

CATTLE—Compared with a week ago: Common and low medium steers, 25@40c higher; good and choice kinds with weight, 25c higher; comparable grade light offerings, about steady. Weighty bullocks were comparatively scarce and in dependable demand, but outlet for long yearlings and light steers fluctuated considerably. All interests bought common kinds, largely at \$5.50 down to \$4.00. Week's extreme top \$8.75; comparatively little above \$8.00; best weighty kinds, \$8.65; bulk, \$5.00@7.00. Average cost slaughter steers stood at approximately \$6.25; butcher heifers, light heifer and mixed yearlings, 25@50c higher; fat cows, strong to 25c up; cutters, strong; bulls and vealers, steady.

HOGS—Compared with one week ago: Market steady to 10c higher, heavier weights at advance. Price fluctuations very narrow; local receipts compare favorably with week and year ago. Week's top \$4.30; closing top, \$4.20; late bulk 170 to 210 lbs., \$4.10@4.20; 220 to 250 lbs., \$3.90@4.15; 260 to 330 lbs., \$3.75@3.90; 140 to 160 lbs., \$3.90@4.10; pigs, \$3.00@3.50; packing sows, \$3.30@3.40; smooth sorts, to \$3.50.

SHEEP—Compared with week ago: Killing classes, mostly 25c higher; finished lambs, 25@50c up; daily price fluctuations, however, featured the market. Killing quality showed improvement, and Colorado movement expanded. Week's top, \$6.85, paid early and on mid-week session. Closing bulks follow: Better grade lambs, \$6.25@6.50; few, \$6.65 and \$6.75; choice 95-lb.

weights, \$6.50; medium lambs, \$5.25@5.75; throwouts, \$4.50@5.00; clipped lambs, \$5.50@6.00; fat ewes, \$3.00@3.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 18, 1932.

CATTLE—Better grades of fed steers selling at \$6.00 and above have been under some pressure during the week, and final values are mostly 25c lower than a week ago, with extreme sales as much as 50c off. Lower grades, however, were in demand and closed at steady to strong levels. Strictly good 1,086-lb. fed steers sold at \$8.75 for the week's top, and best heavy beefs brought \$7.75. Most of the short fed arrivals cleared from \$4.50@6.50, while a few plain quality dogies ranged down to \$3.75. Light mixed yearlings and she stock sold at steady to 25c higher rates, while bulls ruled weak to 25c lower. Vealers, strong to 50c higher; top, \$3.00.

HOGS—Although some unevenness featured the hog market there has been a stronger feeling most of the time, and closing values are 5@10c higher than a week ago, offerings scaling 250 lbs. and above showing the most advance. The late top reached \$3.95 to shippers on choice 180- to 200-lb. weights, while packers paid up to \$3.90 on desirable grades weighing up to 225 lbs. Bulk of the 170- to 260-lb. weights sold from \$3.75@3.90, while 270- to 325-lb. butchers went from \$3.60@3.75. Packing sows are 10@15c higher at \$3.10@3.40.

SHEEP—Fat lamb values advanced 50@75c during the week under a rather broad demand, with the late top at \$6.50 on best fed woolled lambs. Late sales of the more desirable grades bulked from \$6.00@6.35, while some of the less attractive offerings sold from \$5.50@

5.90. Best shorn lambs brought \$5.50, while Texas clippers made \$4.90@5.10. Aged sheep held steady, with fat ewes selling from \$3.25 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 18, 1932.

CATTLE—The market on all classes was very slow on each day of the week, but with moderate receipts prices have shown only slight change. There were a few exceptions, however, with good to choice fed steers and yearlings declining around 25c from last week's close. Bulls and cutter grade cows also lost 25c, while lower grade heifers and choice cows closed the week strong to 25c higher. Medium weight steers sold up to \$8.25, and weighty steers earned \$8.00. Small lots of yearlings also sold at \$8.00.

HOGS—Receipts fell short of both a week ago and a year ago, but discouraging fresh meat trade stifled any decided upward trend. Comparisons Thursday with Thursday show most hogs steady to 5c higher; sows, 5@10c higher; pigs, steady to 25c lower. Thursday's top rested at \$3.85, paid for choice 190 to 200 lbs.; bulk sales good and choice 160- to 350-lb. weights, \$3.60@3.80; 140 to 160 lbs., \$3.40@3.65; medium grade, down to \$3.00 and below; sows, \$3.25@3.40; pigs, \$2.25@2.75; stags, \$2.50@3.00.

SHEEP—Moderate receipts at all leading markets resulted in an upward trend to fat lamb prices amounting to 50@60c, while other classes held steady for the period. On Thursday, bulk of fed woolled lambs, of good and choice grade sold \$6.00@6.35; top, \$6.60. Good and choice ewes are quoted \$2.00@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 18, 1932.

CATTLE—Moderate marketings and broad shipping demands brought mostly 25c higher slaughter steer and yearling values this week. Good heavy bullocks sold up to \$7.75, odd lots of yearlings ranged up to \$8.25, and most short feds turned at \$4.50@6.25. Fat she stock ruled strong to mostly 25c higher, load lots of good heifers made \$5.25, and beef cows bulked at \$2.75@3.25. Bulls and vealers underwent little change, as medium bulls sold freely at \$2.25@2.50. Choice vealers made \$6.50.

HOGS—Diminishing receipts revived the hog trade, and values ruled 10@15c higher, excepting light lights and pigs which were little changed. Choice around 200-lb. butchers brought \$3.85, the late top, and most 160- to 350-lb. weights earned \$3.50@3.80. Good to choice light lights cashed largely at \$3.25@3.60, and pigs sold mainly at \$2.00@3.00. Sows bulked at \$3.15@3.35.

SHEEP—Firm dressed trade and continued light receipts aided partial price recovery for fat lambs. The bulk of good to choice offerings sold late at \$6.25 to mostly \$6.50, 50@75c over a week ago. Aged sheep continued scarce, nominally steady, with choice handyweight fat ewes quoted to \$3.00. Most sales \$2.50 down.

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LIVE STOCK BUYING ORGANIZATION

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 18, 1932.

CATTLE—Compared with week ago: Steers, mostly 25c higher; mixed yearlings and heifers, steady to 25c higher; other classes, generally steady. Top yearling steers scored \$7.85, and best matured steers \$7.00, with bulk steers going at \$4.25 to \$6.20, and bulk good steers \$6.00 to \$6.75. Top mixed yearlings brought \$6.25; top heifers, \$6.00; bulk good mixed yearlings and heifers, \$5.25 to \$5.75; most medium fleshed mixed yearlings and heifers, \$4.50 to \$5.00; bulk of beef cows, \$2.50 to \$3.00; top, \$4.00. Low cutters sold largely \$1.50 to \$1.75; top medium bulls, \$2.85; good and choice vealers closed at the high point of week, or \$8.25.

HOGS—Steady to 10c higher was the net result of the week's hog trade, top price reaching \$4.25 on Thursday, while bulk of 150- to 250-lb. descriptions earned \$3.90 to \$4.20. Heavies sold down to \$3.75. Packing sows bulked at \$3.15 to \$3.35.

SHEEP—Fat lambs advanced 25¢ to 75c, other classes holding steady. Lambs topped at \$7.00, with the late bulk \$6.25 to \$6.75; throwouts, \$4.00 to \$4.50; clipped lambs, \$5.25 to \$5.75; fat ewes, \$2.50 to \$3.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Feb. 17, 1932.

CATTLE—One of the main features of the fat cattle trade here during the past week has been the arrival of numerous loads of fed steers displaying considerably better finish than bulk of recent receipts. Several loads sold at \$6.00 to \$7.00, with one car of 1,440-lb. heaves at \$7.25. Rank and file of the crop continued of common and medium grades selling at \$4.00 to \$5.50; most beef cows, \$2.50 to \$3.25; butcher heifers, \$3.00 to \$4.50; better fed kinds, \$5.00 to \$6.50; cutters and low cutters, \$1.50 to \$2.25; bulls, mostly \$2.50 to \$3.00; medium to choice vealers, \$4.50 to \$7.00.

HOGS—The hog market showed some strength on the mid-week session, a 10c advance placing better 160- to 220-lb. averages at \$3.70 to \$3.80; 220 to 260 lbs., \$3.50 to \$3.70; heavier weights, \$3.25 to \$3.50; underweights, \$3.25 to \$3.75; pigs, \$3.00 to \$3.10; packing sows, \$3.00 to \$3.15 or better.

SHEEP—Fat lamb trade has carried

a fairly strong undertone recently, bulk selling on Monday at \$6.50, on Tuesday at \$6.25, and today at \$6.50. Medium grades bulked at \$4.50 to \$5.00; common throwouts, \$3.50 to \$4.00; slaughter ewes, \$1.50 to \$3.00.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 18, 1932.

Marketings of hogs at 21 concentration points and 7 packing plants in Iowa and Minnesota were of moderate to light proportions the first half of the week, and strong to higher markets prevailed Tuesday and Wednesday. Compared with one week earlier, Thursday's price levels were 5¢ to 10¢ higher. There was an increase in marketing of fall crop hogs, a considerable number of which lacked finish. Late bulk good to choice 170- to 220 lbs., \$3.45 to \$3.65; long haul carloads, occasionally \$3.75; 230 to 260 lbs., \$3.30 to \$3.55; 270 to 320 lbs., \$3.05 to \$3.45; packing sows, principally \$2.65 to \$3.10.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants, week ended Feb. 18:

	This week.	Last week.
Friday, Feb. 12.....	26,300	28,506
Saturday, Feb. 13.....	37,700	38,600
Monday, Feb. 15.....	76,800	89,300
Tuesday, Feb. 16.....	15,600	17,500
Wednesday, Feb. 17.....	19,800	13,400
Thursday, Feb. 18.....	25,700	21,600

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

LIVESTOCK AT 63 MARKETS.

Receipts and disposition of livestock at 63 leading markets during January, 1932, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
	Receipts.	Local slaughter.	Total shipments.
Total	959,545	586,179	352,139
January average, 5 years, 1927-1931 ..	1,190,775	685,720	476,016
CALVES.			
Total	416,194	289,861	126,229
January average, 5 years, 1927-1931 ..	486,813	348,433	145,736
HOGS.			
Total	4,217,822	2,707,077	1,510,478
January average, 5 years, 1927-1931 ..	4,812,060	3,042,901	1,755,473
SHEEP AND LAMBS.			
Total	2,363,154	1,351,023	988,291
January average, 5 years, 1927-1931 ..	1,879,973	1,063,631	825,381

PACKERS' DIRECTS RECEIPTS.

Hogs constituted by far the largest proportion of the direct receipts of livestock by packers in 1929, as reported by the U. S. Bureau of the Census. This is the first report ever made by the Census Bureau on direct receipts, and will constitute a part of the distribution of livestock report as shown by the 1930 Census of Distribution.

These direct receipts totaled 18,797,075 head, valued in 1929 at \$424,912,191. Of this number 796,939 were cattle, 722,070 calves, 15,190,741 hogs and 515,693 sheep and lambs.

Direct receipts are reported by 268 packers and truck receipts by 172 packers.

The term "direct receipts" as used in the report refers to direct shipment receipts of livestock by packers, either from their own buyers operating on a salary or commission basis, independent buyers, cooperative associations, or individual farmers. "Concentration yards" or "points" refer to assembling points located as a rule in livestock production or feeding areas and operated either by packers, cooperative associations, or independently. They do not include stockyards, nor are data showing receipts from or through stockyards included in the report.

The importance to packers of the direct receipt method as a source of supply of livestock for slaughter is described by the Bureau of the Census as follows:

"Until within comparatively recent years packers located at central markets obtained practically all of their supply of livestock through stockyards, generally located at or near their packing plants. Due to economic developments, among which were the expansion of the activities of the so-called 'interior' packers and the development of the good roads systems and increased motor transportation facilities, the other packers began to develop to a much greater extent the production point purchases of livestock, noticeably swine."

The data indicate that the 268 packing plants at which direct receipts were reported received 26,470,283 head of livestock by direct receipt from various classes of buyers and/or shippers and from concentration yards. This represents 44 per cent of their total slaughter.

The plants which reported direct receipts slaughtered approximately 70 per cent of the total number of meat

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animals slaughtered in 1929 as reported by the Census of Manufactures.

The following table gives for the United States the number of packing plants reporting direct receipts; their total slaughter by kinds of animals; the total number of each kind received by the method of direct receipts; and the per cent which such direct receipts represent of their total slaughter.

	Number of animals slaughtered.	Direct receipts of livestock.	Per cent of slaughter by
	By 268 plants reporting receipts.	Number of head.	by 268 plants.
U.S. total	86,840,340	60,000,773	26,470,283
Cattle	10,133,243	6,310,586	963,306
Calves	5,598,975	3,397,168	821,310
Swine	55,011,511	39,166,343	22,400,860
Sheep and lambs	10,019,268	11,681,409	2,230,948
Other animals	107,343	55,147	53,857

The 172 packers who reported the receipt of livestock at their plants by truck indicated that they received a total of 4,152,253 head in this manner. In this number were included 333,662 calves; 221,400 cattle; 3,340,765 swine; 97,955 sheep; 137,649 lambs; and 20,822 other animals.

NOV. MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in November, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Consumption, Lbs.	Per capita consumption, Lbs.
BEEF AND VEAL		
Nov., 1931	343,000,000	2.8
Nov., 1930	332,000,000	2.7
PORK AND LARD		
Nov., 1931	620,000,000	5.0
Nov., 1930	553,000,000	4.5
LAMB AND MUTTON		
Nov., 1931	56,000,000	.45
Nov., 1930	51,000,000	.41
TOTAL MEAT CONSUMPTION		
Nov., 1931	1,020,000,000	8.2
Nov., 1930	836,000,000	7.6

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 13, 1932:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Feb. 13	129,000	717,000	310,000
Previous week	152,000	653,000	368,000
1931	725,000	381,000	381,000
1930	173,000	756,000	368,000
1929	169,000	815,000	257,000
1928	223,000	888,000	282,000
Hogs at 11 markets:			
Week ended Feb. 13		633,000	
Previous week		572,000	
1931		632,000	
1930		671,000	
1929		728,000	
1928		806,000	
At 7 markets:			
Week ended Feb. 13	124,000	557,000	224,000
Previous week	118,000	520,000	275,000
1931	142,000	587,000	292,000
1930	134,000	616,000	287,000
1929	130,000	644,000	191,000
1928	159,000	695,000	197,000

U. S. INSPECTED HOG KILL.

Inspected hog kill at 9 points during week ended Friday, Feb. 12, 1932:

	Week ended Feb. 12.	Prev. week.	Cor. week.
Chicago	162,809	162,984	174,070
Kansas City, Kan.	73,155	82,832	58,612
Omaha	80,609	68,770	73,051
*East St. Louis	58,267	68,993	57,409
Sioux City	65,639	56,293	49,919
St. Paul	52,413	45,426	57,192
St. Joseph	51,697	55,616	55,883
Indianapolis	26,583	21,436	25,529
New York and J. C.	34,341	37,716	32,261
Total	575,553	568,266	554,327

*Includes St. Louis, Mo.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in November, 1931, based on reports from packers representing nearly 75 per cent of the total federal inspected slaughter, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle	Hogs	Sheep and lambs
	Steers	Cows and heifers	Bulls and stags
	Barrows	Sows	Stags and boars
	Lambs and yearlings	Sheep	
1930			
Jan.	46.39	50.04	3.57
Feb.	47.68	48.59	3.73
Mar.	51.49	45.28	3.23
Apr.	53.17	43.03	3.80
May	56.02	40.14	3.84
June	54.50	40.88	3.56
July	57.04	38.39	3.67
Aug.	57.49	38.17	3.44
Sept.	52.59	43.63	3.78
Oct.	47.92	48.47	3.61
Nov.	48.11	48.35	3.54
Dec.	48.82	47.48	3.70
Av.	51.84	44.38	3.78
1931			
Jan.	50.83	45.91	3.26
Feb.	52.47	44.36	3.17
Mar.	53.14	43.86	3.00
Apr.	56.80	40.12	3.06
May	57.86	38.54	3.00
June	58.49	37.73	2.76
July	58.36	37.80	2.54
Aug.	57.32	38.69	2.99
Sept.	55.15	41.13	3.72
Oct.	51.28	44.64	4.08
Nov.	51.00	45.67	4.33

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended Feb. 11, 1932, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS.

Up to 1,060 lbs.

	Week ended Feb. 11.	Prev. week.	Same week, 1931.
Toronto	6.50	6.50	6.50
Montreal	5.50	5.50	5.50
Winnipeg	5.50	5.50	5.50
Calgary	5.00	4.75	5.00
Edmonton	5.00	4.75	5.00
Prince Albert	5.00	5.00	5.00
Moose Jaw	5.00	5.00	5.00
Saskatoon	5.00	5.00	5.00

VEAL CALVES.

	\$ 9.00	\$ 9.25	\$ 11.00
Toronto	9.00	9.00	10.00
Montreal	8.00	8.00	10.00
Winnipeg	8.00	8.00	10.00
Calgary	7.00	7.00	10.00
Edmonton	7.00	7.00	10.00
Prince Albert	7.00	7.00	10.00
Moose Jaw	7.00	7.00	10.00
Saskatoon	6.50	6.00	8.00

SELECT BACON HOGS.

	\$ 5.00	\$ 5.50	\$ 7.75
Toronto	5.50	5.50	10.25
Montreal	4.75	4.50	5.50
Winnipeg	4.40	4.25	5.50
Calgary	4.25	4.25	5.50
Edmonton	4.25	4.25	5.50
Prince Albert	4.25	4.25	5.50
Moose Jaw	4.25	4.25	5.50
Saskatoon	4.25	4.25	5.50

GOOD LAMBS.

	\$ 8.00	\$ 8.00	\$ 8.75
Toronto	8.00	8.00	8.75
Montreal	6.75	6.75	8.00
Winnipeg	6.00	5.75	7.50
Calgary	5.00	5.00	6.50
Edmonton	5.50	5.50	6.75
Prince Albert	5.25	5.25	7.00
Moose Jaw	5.25	5.25	7.00
Saskatoon	5.00	5.00	6.00

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Feb. 18, 1932:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roast- ing pigs excluded):					
Lt. lt. (140-160 lbs.)	3.85@4.15	3.90@4.20	3.40@3.65	3.50@3.80	3.25@3.50
Lt. wt. (160-180 lbs.)	4.00@4.20	4.10@4.25	3.60@3.80	3.70@3.95	3.70@3.95
(180-200 lbs.)	4.10@4.20	4.10@4.25	3.70@3.85	3.75@3.95	3.70@3.85
Med. wt. (200-220 lbs.)	4.10@4.20	4.10@4.25	3.70@3.85	3.75@3.95	3.70@3.85
(220-250 lbs.)	3.85@4.15	3.85@4.15	3.60@3.80	3.70@3.90	3.50@3.70
Hvy. wt. (250-280 lbs.)	3.75@3.95	3.80@4.00	3.65@3.75	3.65@3.85	3.35@3.50
(280-350 lbs.)	3.65@3.85	3.70@3.85	3.55@3.70	3.50@3.70	3.25@3.50
Pkg. sows (275-500 lbs.)	3.30@3.50	3.10@3.35	3.25@3.40	3.00@3.40	2.85@3.25
Sitr. pigs (100-130 lbs.)	3.00@3.75	3.25@3.85	3.25@3.85	3.00@3.50	3.00@3.25
Av. cost & wt. Thurs. (pigs excl.)	3.96-236 lbs.	3.99-219 lbs.	3.69-237 lbs.	3.76-238 lbs.	.....
Slaughter Cattle and Calves:					
STEERS (600-900 LBS.):					
Choice	8.50@9.50	8.50@9.25	8.50@9.25	8.00@9.00	8.00@9.00
Good	7.00@8.50	6.00@9.00	6.00@9.00	6.00@8.25	6.00@8.00
Medium	5.75@7.00	4.25@6.00	4.50@6.00	4.50@6.00	4.50@6.00
Common	4.00@5.75	3.50@4.25	3.50@4.50	3.50@4.50	3.50@4.50
STEERS (900-1,100 LBS.):					
Choice	8.75@9.50	8.50@9.25	8.50@9.25	8.00@9.00	8.00@9.00
Good	7.00@8.50	6.00@9.00	6.00@9.00	6.00@8.25	6.00@8.00
Medium	5.75@7.00	4.25@6.00	4.50@6.00	4.50@6.00	4.50@6.00
Common	4.25@6.00	3.50@4.50	3.00@4.50	3.50@4.50	3.50@4.50
STEERS (1,100-1,300 LBS.):					
Choice	8.75@9.50	8.50@9.25	8.50@9.25	8.00@9.00	8.00@9.00
Good	7.25@8.75	6.25@9.00	6.00@8.50	6.00@8.25	6.00@8.00
Medium	6.00@7.25	5.00@6.25	4.50@6.00	4.50@6.00	4.50@6.00
STEERS (1,300-1,500 LBS.):					
Choice	8.75@9.50	8.50@9.25	8.50@9.25	8.00@9.00	8.00@9.00
Good	7.25@8.75	6.25@9.00	5.75@8.50	6.00@8.25	6.00@8.00
HEIFERS (550-850 LBS.):					
Choice	6.50@7.50	6.25@7.25	5.50@6.25	6.00@7.25	5.25@6.50
Good	5.75@6.50	5.25@6.25	4.75@5.50	4.25@6.50	4.50@5.25
Medium	4.75@5.75	4.50@5.25	4.00@4.75	3.50@4.50	3.75@4.50
Common	3.75@4.75	3.75@4.50	3.00@4.00	2.75@3.50	3.00@3.75
COWS:					
Choice	4.25@5.00	3.50@4.00	3.75@4.50	3.50@4.00	3.50@4.00
Good	3.50@4.25	3.00@3.50	3.00@3.75	3.00@3.50	3.00@3.50
Com-med.	2.50@3.50	2.50@3.00	2.50@3.00	2.50@3.00	2.50@3.00
Low cutter and cutter	1.50@2.50	1.25@2.50	1.25@2.50	1.50@2.50	1.25@2.50
BULLS (YRLS. EX. BEEP):					
Gd.-ch.	3.00@3.75	2.85@3.50	2.50@3.50	2.00@3.25	2.75@3.50
Out-med.	2.25@3.35	2.00@2.85	2.00@2.75	1.75@2.60	2.00@3.00
VEALERS (MILK-FED):					
Gd.-ch.	6.50@8.00	6.75@8.25	6.00@7.50	6.00@7.50	5.50@7.50
Medium	5.50@6.50	4.25@6.75	5.00@6.00	4.00@6.00	4.50@6.50
Cul-com.	5.50@5.50	3.00@4.25	2.50@5.00	3.00@4.00	3.00@4.50
CALVES (250-500 LBS.):					
Gd.-ch.	4.50@5.50	4.50@6.00	4.00@5.00	4.00@5.50	3.50@5.00
Com-med.	3.00@4.50	3.00@4.50	2.50@4.00	2.50@4.00	2.50@3.50
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down)—Gd.-ch.	6.00@6.75	6.00@6.75	6.00@6.50	5.75@6.40	5.50@6.00
(All weights)—Common	4.50@5.25	4.00@4.75	3.75@4.50	3.50@4.75	3.50@4.50
YEARLING WETHERS:					
(90-110 lbs.)—Med.-ch.	4.25@5.50	3.75@5.25	3.50@4.50	3.50@5.00	3.00@4.50
EWES:					
(90-120 lbs.)—Med.-ch.	2.75@4.00	2.00@3.00	2.00@3.00	2.25@3.25	2.25@3.00
(120-150 lbs.)—Med.-ch.	2.25@3.75	1.75@2.75	1.75@2.75	2.00@3.00	1.75@2.50
(All weights)—Cul-com.	1.50@2.75	1.00@2.00	1.00@2.00	1.25@2.25	1.25@2.25

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Feb. 13, 1932, with comparisons are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,574	6,441	7,967
Swift & Co.	3,842	3,618	15,797
Wilson & Co.	2,352	4,618	5,764
Morris & Co.	1,577	2,592	4,353
Anglo-Amer. Prov. Co.	1,131		
G. H. Hammond Co.	1,794	1,491	
Libby, McNeill & Libby	438		
Shippers	11,547	33,383	25,791
Others	7,780	47,730	13,044

Brennan Pkg. Co., 5,649 hogs; Independent Pkg. Co., 1,844 hogs; Boyd, Lanham & Co., 1,151 hogs; Hygrade Food Products Corp., 5,037 hogs; Aar Pkg. Co., 6,786 hogs.

Total: 35,035 cattle; 8,684 calves; 132,620 hogs; 73,716 sheep.

Not including 275 cattle, 1,013 calves, 63,375 hogs and 17,494 sheep bought direct.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,494	4,078	5,082
Cudahy Pkg. Co.	2,785	3,443	6,829
Forster Pkg. Co.	435		
Morris & Co.	2,496	3,542	2,866
Swift & Co.	3,252	10,173	7,075
Wilson & Co.	2,750	3,708	4,593
Others	864	1,218	80

Total: 16,036 cattle; 26,162 hogs; 26,645 sheep.

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	4,825	31,773	7,812
Cudahy Pkg. Co.	4,093	20,420	12,716
Dold Pkg. Co.	871	11,080	
Morris & Co.	1,556	558	3,739
Swift & Co.	4,509	15,478	14,841
Others		39,208	

Geo. Hoffman Pkg. Co., 40 cattle; Omaha Pkg. Co., 88 cattle; J. Roth & Sons, 16 cattle; So. Omaha Pkg. Co., 69 cattle; Lincoln Pkg. Co., 268 cattle; Nagle Pkg. Co., 90 cattle; Sinclair Pkg. Co., 300 cattle; Wilson & Co., 210 cattle.

Total: 17,055 cattle; 118,469 hogs; 39,108 sheep.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,432	974	1,914	2,210
Swift & Co.	1,516	1,468	2,041	2,208
Morris & Co.		330		262
East Side Pkg. Co.	1,037	41	4,801	244
American Pkg. Co.	7		1,451	319
Hell Pkg. Co.			1,733	
Krey Pkg. Co.		80	4,383	103
Others	2,777	344	19,507	119

Total: 7,700 cattle; 3,256 calves; 35,630 hogs; 5,460 sheep.

Not including 2,041 cattle, 1,561 calves, 40,894 hogs and 907 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,340	539	10,447	13,482
Armour and Co.	2,902	327	8,940	6,385
Others	867	10	9,247	2,108

Total: 6,109 cattle; 1,076 calves; 28,643 hogs; 21,975 sheep.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,012	247	26,176	3,535
Armour and Co.	2,242	249	26,222	4,061
Swift & Co.	1,900	287	15,730	4,024
Smith Bros.				
Shippers	1,705	15	20,060	
Others	138	15	22	

Total: 8,051 cattle; 813 calves; 88,230 hogs; 11,820 sheep.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,316	288	3,046	586
Wilson & Co.	1,131	293	3,053	587
Others	90	41	423	

Total: 2,546 cattle; 505 calves; 6,522 hogs; 1,173 sheep.

Not including 73 cattle and 2,062 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	854	442	3,380	2,712
Dold Pkg. Co.	483	23	2,428	
Wichita D. B. Co.	13			
Dun-Ostergaard	72		36	
Keeffe & Sturgeon	8			
Fred W. Dold	87			578

Total: 1,517 cattle; 465 calves; 6,422 hogs; 2,712 sheep.

Not including 8,237 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	666	288	5,340	6,057
Armour and Co.	505	290	5,240	7,350
Others	1,036	174	3,674	4,388

Total: 2,207 cattle; 752 calves; 14,269 hogs; 17,795 sheep.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,703	4,320	16,429	4,363
Cudahy Pkg. Co.	349	1,009		
Swift & Co.	3,625	6,712	24,267	6,586
United Pkg. Co.	1,248	64		
Others	1,818	52	37,144	254

Total: 9,543 cattle; 12,157 calves; 77,840 hogs; 11,203 sheep.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,106	8,106	8,810	719
Swift & Co.			182	
U.D.B. Co., N.Y.	17			
The Layton Co.			353	
R. Gunz & Co.	35	21	75	
Armour & Co., Mil.	285	4,631		
Armour & Co., Ch.	96			
N.Y.B.D.M. Co., N.Y.	40			
Corkran, Hill			182	
Bimble, Harrison				
N. J.			161	
Shippers	77	26	127	5
Others	250	238	200	137

Total: 1,906 cattle; 13,037 calves; 10,120 hogs; 861 sheep.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,018	572	9,983	1,463
Armour and Co.	511	95	790	38
Indianapolis Abt. Co.	200	25	898	47
Hilgemeyer Bros.	5		1,500	
Brown Bros.	126	20	75	
Stumpf Pkg. Co.			192	
Meier Pkg. Co.			337	
Indiana Prov. Co.	94	15	236	
Schussler Pkg. Co.	33		255	
Maass Hartman Co.	34	13		
Art Wabnitz	16	52		12
Riverview Pkg. Co.	18	14	78	5
Hoocher Abt. Co.	10			
Others	471	150	2,585	341
Shippers	866	1,510	5,293	6,512

Total: 3,537 cattle; 2,475 calves; 22,132 hogs; 8,484 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons		2		174
Ideal Pkg. Co.	9		703	
E. Kahn's Sons Co.	1,004	218	5,311	1,049
Kroger & B. Co.	184	91	54	
J. Lohrey Pkg. Co.	2		240	
H. H. Meyer Co.			2,125	
A. Sander Pkg. Co.	1		827	
J. Schlachter's Sons	121	187		106
J. F. Schroth Co.	7		2,972	
John F. Stegner		257		82
Shippers	120	780	827	61
Others	868	426	632	426

Total: 2,573 cattle; 1,038 calves; 13,091 hogs; 1,878 sheep.

Not including 500 cattle, 1 calf, 11,832 hogs and 865 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Feb. 13, 1932, with comparisons:

CATTLE.

	Week ended Feb. 13.	Prev. week.	Cor. 1931.
Chicago	35,035	35,608	*18,290
Kansas City	16,036	14,868	17,006
Omaha	17,055	13,683	16,495
St. Louis	7,780	11,416	16,319
St. Joseph	6,109	5,820	7,295
Sioux City	8,051	6,827	8,385
Oklahoma City	2,546	3,032	2,714
Wichita	1,517	1,387	1,650
Denver	2,207	2,503	1,892
St. Paul	9,543	6,408	8,894
Milwaukee	1,906	1,864	2,761
Indianapolis	3,537	3,349	4,009
Cincinnati	2,573	2,480	4,835

Total: 113,884 cattle; 108,845 calves; 111,674 hogs.

HOGS.

	Week ended Feb. 13.	Prev. week.	Cor. 1931.
Chicago	132,920	114,762	*85,346
Kansas City	26,162	25,076	20,531
Omaha	118,469	160,961	98,525
St. Louis	35,630	26,428	115,895
St. Joseph	28,643	30,573	33,026
Sioux City	88,230	77,633	67,608
Oklahoma City	6,522	5,397	8,093
Wichita	6,422	3,828	11,154
Denver	14,269	13,104	15,544
St. Paul	77,840	27,581	62,889
Milwaukee	10,120	9,190	10,337
Indianapolis	22,132	15,040	30,446
Cincinnati	13,091	15,441	17,813

Total: 581,050 hogs; 527,993 calves; 577,287 sheep.

SHEEP.

	Week ended Feb. 13.	Prev. week.	Cor. 1931.
Chicago	72,716	76,828	*45,958
Kansas City	26,645	36,253	33,068
Omaha	39,108	53,624	49,198
St. Louis	5,460	6,657	5,780
St. Joseph	21,975	29,267	28,762
Sioux City	11,820	13,675	12,757
Oklahoma City	1,173	1,488	730
Wichita	2,712	2,377	2,155
Denver	17,795	21,068	16,383
St. Paul	11,203	10,068	20,095
Milwaukee	861	1,056	1,731
Indianapolis	8,484	8,641	7,243
Cincinnati	1,878	3,071	3,205

Total: 220,830 cattle; 274,051 calves; 237,467 hogs.

*Represents principal packers only.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 8	14,588	2,807	75,716	27,268
Tues., Feb. 9	5,075	2,500	28,734	11,410
Wed., Feb. 10	7,161	1,726	15,352	14,327
Thurs., Feb. 11	5,678	1,993	22,490	15,473
Fri., Feb. 12	1,450	545	22,285	5,886
Sat., Feb. 13	200	100	11,000	2,000

This week: 34,752 cattle; 9,050 calves; 175,577 hogs; 76,364 sheep.
Previous week: 35,785 cattle; 8,951 calves; 167,033 hogs; 77,953 sheep.
Year ago: 40,235 cattle; 8,214 calves; 208,458 hogs; 82,559 sheep.
Two years ago: 36,689 cattle; 9,357 calves; 206,062 hogs; 88,214 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 8	3,880	199	9,875	6,110
Tues., Feb. 9	2,428	193	7,530	4,200
Wed., Feb. 10	2,834	209	4,009	5,209
Thurs., Feb. 11	1,735	102	3,333	6,137
Fri., Feb. 12	408	107	6,758	2,550
Sat., Feb. 13	100		2,000	500

This week: 11,445 cattle; 812 calves; 33,505 hogs; 29,224 sheep.
Previous week: 12,836 cattle; 989 calves; 37,633 hogs; 20,788 sheep.
Year ago: 14,145 cattle; 710 calves; 48,188 hogs; 32,029 sheep.
Two years ago: 12,937 cattle; 291 calves; 56,765 hogs; 27,973 sheep.

Total receipts for month and year to February 13, with comparisons:

	February—	1931.	1932.	Year—	1931.
Cattle	70,537	81,088	245,332	249,361	
Calves	18,601	10,888	54,354	55,670	
Hogs	342,610	397,097	1,232,348	1,451,272	
Sheep	154,317	142,942	599,177	499,454	

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 13	\$ 6.20	\$ 3.85	\$ 2.75	\$ 5.95
Previous week	6.30	3.90	2.75	6.35
1931	8.35	7.25	3.00	8.30
1930	12.35	10.75	4.55	10.65
1929	11.85	9.80	7.50	16.40
1928	13.80	8.15	8.00	15.35
1927	10.50	12.00	7.05	12.80

Av. 1927-1931: \$11.35 cattle; \$9.60 hogs; \$6.30 sheep; \$12.70 lambs.

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

*Week ended Feb. 13	175,000	231	\$ 4.25	\$ 3.80
Previous week	167,033	232	4.35	3.90
1931	208,458	236	8.15	7.25
1930	209,062	231	11.35	10.70
1929	240,581	231	10.40	9.80
1928	245,625	236	8.65	8.10
1927	156,816	230	12.75	12.00
Av 1927-1931	212,100	233	\$10.25	\$ 9.60

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 13, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	200	11,000	2,000
Kansas City	250	2,200	200
Omaha	200	10,500	50
St. Louis	175	4,500	300
St. Joseph	50	2,000	1,000
Sioux City	100	6,500	1,000
St. Paul	200	3,500	1,000
Oklahoma City	100	800	
Fort Worth	100	200	300
Milwaukee	200	200	
Denver	500	300	
Louisville	200	500	100
Wichita	100	800	100
Indianapolis	100	1,500	100
Pittsburgh	100	1,000	100
Cincinnati	200	900	100
Buffalo	1,600		
Cleveland	800		
Nashville	200		

MONDAY, FEBRUARY 15, 1932.

Chicago	13,000	60,000	10,000
Kansas City	12,000	5,500	10,000
Omaha	8,500	14,000	9,000
St. Louis	2,200	13,500	1,500
St. Joseph	1,800	7,000	9,500
Sioux City	2,500	9,000	2,000
St. Paul	1,000	8,000	7,000
Oklahoma City	500	800	100
Fort Worth	2,000	2,500	2,300
Milwaukee	400	1,500	100
Denver	2,000	4,500	7,000
Louisville	600	1,300	100
Wichita	2,000	3,900	300
Indianapolis	300	3,000	4,000
Pittsburgh	700	3,000	2,000
Cincinnati	900	4,500	200
Buffalo	1,000	5,000	7,600
Cleveland	600	3,000	3,000
Nashville	400	800	100

TUESDAY, FEBRUARY 16, 1932.

Chicago	6,000	25,000	17,000
Kansas City	6,000	5,000	13,000
Omaha	5,500	18,000	18,000
St. Louis	2,500	10,500	1,200
St. Joseph	1,500	13,500	1,500
Sioux City	2,500	15,000	6,000
St. Paul	2,000	12,000	3,500
Oklahoma City	500	1,400	300
Fort Worth	600	800	1,300
Milwaukee	500	2,500	800
Denver	400	3,500	8,300
Louisville	200	500	100
Wichita	400	1,400	300
Indianapolis	1,400	4,000	2,500
Pittsburgh	700	700	300
Cincinnati	300	3,400	500
Buffalo	100	2,400	400
Cleveland	200	1,900	1,200
Nashville	100	300	

WEDNESDAY, FEBRUARY 17, 1932.

Chicago	8,000	19,000	10,000
Kansas City	5,500	5,000	9,000
Omaha	4,500	14,000	9,000
St. Louis	1,800	7,500	1,500
St. Joseph	1,200	4,000	3,500
Sioux City	1,000	10,500	2,000
St. Paul	2,000	17,000	1,000
Oklahoma City	600	900	100
Fort Worth	1,100	600	1,200
Milwaukee	400	1,500	300
Denver	300	2,400	11,000
Louisville	200	500	100
Wichita	400	1,400	400
Indianapolis	600	4,000	1,500
Cincinnati	600	3,500	200
Buffalo	300	3,000	1,000
Cleveland	300	2,000	1,300
Nashville	100	200	

THURSDAY, FEBRUARY 18, 1932.

Chicago	5,000	29,000	17,000
Kansas City	2,500	3,000	5,000
Omaha	3,500	16,000	12,500
St. Louis	1,500	8,500	800
St. Joseph	1,500	6,000	4,200
Sioux City	1,500	8,500	3,500
St. Paul	1,200	8,000	4,000
Oklahoma City	800	2,000	300
Fort Worth	1,300	900	2,000
Milwaukee	400	1,800	100
Denver	200	4,300	9,800
Louisville	200	500	100
Wichita	500	1,600	600
Indianapolis	500	4,000	2,000
Pittsburgh	500	1,000	1,300
Cincinnati	500	4,600	1,200
Buffalo	100	1,900	1,100
Cleveland	200	1,100	1,000
Nashville	100	300	100

FRIDAY, FEBRUARY 19, 1932.

Chicago	2,000	28,000	15,000
Kansas City	800	4,500	5,000
Omaha	1,700	8,000	7,500
St. Louis	500	9,000	500
St. Joseph	500	4,500	2,500
Sioux City	1,200	16,500	3,500
St. Paul	2,000	17,000	1,500
Oklahoma City	800	2,300	500
Fort Worth	400	800	1,800
Milwaukee	200	500	100
Denver	100	1,300	11,000
Louisville	200	500	100
Wichita	200	1,000	300
Indianapolis	300	5,000	2,500
Pittsburgh	200	2,000	500
Cincinnati	200	3,200	900
Buffalo	200	3,900	2,000
Cleveland	100	500	600
Nashville	100	500	

HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on February 16, 1932, fixed the following price differentials between the basis, premium and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective February 17, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentine in non-discount months of December, January, and February.

	Cents per pound.
FRIGORIFICO.	
Steers	1.95 premium
Light steers	1.50 premium
Cows	2.55 premium
Ex. light cows and steers	2.05 premium
PACKER.	
Heavy native steers	.55 premium
Ex. light native steers	No differential
Light native cows	.55 discount
Heavy butt branded steers	.55 premium
Heavy Colorado steers	No differential
Heavy Texas steers	.55 premium
Light Texas steers	.55 discount
Ex. light Texas steers	.55 discount
Branded cows	.55 discount

PACKER TYPE.	
Native cows and steers	.25 discount
Branded cows and steers	.80 discount

Differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 13, 1932, were 2,947,000 lbs.; previous week, 4,127,000 lbs.; same week last year, 4,036,000 lbs.; from January 1 to February 13 this year, 22,486,000 lbs.; same period a year ago, 20,601,000 lbs.

Shipments of hides from Chicago for the week ended February 13, 1932, were 4,161,000 lbs.; previous week, 3,455,000 lbs.; same week last year, 2,976,000 lbs.; from January 1 to February 13 this year, 31,634,000 lbs.; same period a year ago, 17,392,000 lbs.

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Principal hide and skin stocks of December 31, 1931, and November 30, 1931, based on reports from 4,002 manufacturers and dealers, according to U. S. Department of Commerce:

	Stocks on hand and in transit.			Deliveries during
	Dec. 31, 1931.	Nov. 30, 1931.	Tanned during Dec., 1931.	Dec., 1931.
Cattle, total hides	4,312,473	4,034,386	21,055,239	1,134,966
Steers, hides	1,444,134	1,420,068		423,643
Cows, hides	1,673,257	1,481,220		307,796
Bulls, hides	117,360	128,282		33,379
Unclassified, hides	1,077,722	995,787		361,069
Buffalo, hides	32,237	33,779	3,875	600
Calf, total, skins	3,856,258	3,117,912	587,028	583,112
Green-salted, skins	3,098,636	2,877,069	570,063	24,778
Dry or dry-salted, skins	257,620	240,823	16,965	16,965
Kip, total, skins	536,640	506,546	150,513	150,513
Green-salted, skins	474,895	445,488	150,513	150,513
Dry or dry-salted, skins	61,645	61,058		3,599
Horse, colt, ass, and muls:				
Hides	114,483	102,776	11,757	32,134
Fronts, whole	18,757	26,097	68,082	4,989
Butts, whole	257,375	240,379	63,430	
Shanks	5,920	3,226	29,600	
Spitta, pickled, pieces	21,153	37,986	29,270	
Goat and kid, skins	12,302,617	13,124,466	3,201,356	617,539
Cabretta, skins	809,560	1,028,011	211,759	74,112
Sheep and lamb, total, skins	33,487,844	33,463,792	2,245,719	2,137,232
Wool skins	1,197,660	1,193,170		532,739
Shearings	609,350	727,320		81,613
Without wool—pickled skins	11,008,539	10,986,069		1,154,961
Without wool—dry skins	582,285	557,236		56,439
Skivers, dozens	112,748	109,748	4,904	1,414
Fleshers, dozens	6,408	2,696	11,395	
Kangaroo and wallaby, skins	199,323	129,787	69,520	
Deer and elk, skins	206,830	346,548	64,403	168,719
Pig and hog, skins	100,125	77,047	64,247	42,696
Pig and hog strips, lbs.	297,531	358,166	129,610	135,672
Seal, skins	34,679	67,324	28,624	

¹Represents deliveries by packers, butchers, dealers, and importers.

²Domestic packer, 603,283; Domestic, other than packer, 347,015; Foreign, 104,941.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended Feb. 13, 1932, with comparisons:

	CATTLE.	Week ended Feb. 13, 1932.	Prev. week.	Cur. week.
Chicago	23,693	23,099	18,290	
Kansas City	18,098	14,955	17,000	
Omaha	17,394	14,000	15,719	
St. Louis	11,025	7,458	12,394	
St. Joseph	6,419	5,060	6,532	
Sioux City	6,819	5,671	6,418	
Wichita	1,982	1,790	2,060	
Fort Worth	3,063	4,065	3,286	
Philadelphia	1,512	1,705	1,594	
Indianapolis	1,306	1,147	1,108	
New York & Jersey City	8,434	9,631	8,408	
Oklahoma City	3,214	3,579	3,577	
Cincinnati	3,022	3,167	3,207	
Denver	1,998	1,382	2,301	
Total	106,627	96,828	106,701	

	HOGS.	Week ended Feb. 13, 1932.	Prev. week.	Cur. week.
Chicago	125,647	114,846	174,070	
Kansas City	26,162	25,184	20,321	
Omaha	80,908	59,968	65,318	
St. Louis	35,630	32,251	30,629	
St. Joseph	19,083	21,506	24,877	
Sioux City	65,287	56,175	60,738	
Wichita	14,659	11,903	6,281	
Fort Worth	6,665	6,350	5,560	
Philadelphia	17,394	19,459	15,289	
Indianapolis	22,271	18,947	28,271	
New York & Jersey City	48,905	55,819	51,752	
Oklahoma City	8,614	8,405	8,405	
Cincinnati	21,130	21,739	19,500	
Denver	15,723	14,625	14,625	
Total	517,475	405,110	500,591	

	SHEEP.	Week ended Feb. 13, 1932.	Prev. week.	Cur. week.
Chicago	64,419	64,155	45,066	
Kansas City	26,045	26,041	35,117	
Omaha	35,403	46,947	38,117	
St. Louis	5,460	6,188	3,996	
St. Joseph	19,869	28,000	20,446	
Sioux City	13,532	11,275	18,000	
Wichita	2,712	2,377	2,135	
Fort Worth	11,291	14,700	5,744	
Philadelphia	5,967	7,873	5,834	
Indianapolis	1,337	1,254	1,270	
New York & Jersey City	72,304	75,885	70,719	
Oklahoma City	1,173	1,623	729	
Cincinnati	2,060	2,577	3,359	
Denver	6,230	5,890	6,991	
Total	280,497	304,830	257,400	

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Feb. 13, 1932:

	Week ended	New York.	Boston.
Feb. 13, 1932	17,415	4,000	
Feb. 6, 1932	3,308		
Jan. 30, 1932	7,010	2,461	
Jan. 23, 1932	17,181		
Feb. 14, 1931	73,803	10,631	
Feb. 7, 1931	5,787		
	86,183	4,971	

Hide and Skin Markets

Chicago.

PACKER HIDES—This week's business in the packer hide market was remarkable for both volume and the promptness with which trading commenced. In fact, a large eastern tanning shoemaker, who had previously confined purchases to the Pacific Coast market while endeavoring to secure Chicago packer hides at $\frac{1}{2}$ c under previous prices, evidently became alarmed at the sudden upturn in all security and commodity markets at the end of last week and entered the market on Sunday, purchasing a good quantity at steady prices. Sales on Sunday to two buyers were estimated around 175,000 hides, with the total business for this week reaching the record proportions of about 500,000 hides, dating from November well into January kill, and later in a few instances.

Selling pressure was considerably relieved, but any estimate as to quantities of hides still in packers' hands would be misleading, due to the announced intention of tanners to buy only cured hides in future and avoid the risk of carrying inventories of hides still curing in the hands of killers. However, this policy seems to have been adopted at the bottom of a major cycle, following a long decline extending over four years. And, with the advent of a new cycle of advancing prices, with the opportunity for enhancement in inventory values, the strength of their determination along this line is likely to be severely tested.

Preliminary figures from Tanners' Council indicate an increase of 4 per cent in January, 1932, shoe production over December and also over January, 1931.

All hide sales were made this week at steady prices, except for a few bulls which moved at $\frac{1}{4}$ c down. The week was marked by activity in the Pacific Coast and New York markets, also, and three outside packers sold about 25,000 hides early this week at full big packer prices, in one instance dating into February.

Native steers were well sold at $\frac{6}{16}$ c, and extreme native steers at 6c.

Butt branded steers moved at $\frac{6}{16}$ c, Colorados at 6c. Heavy Texas steers brought $\frac{6}{16}$ c, light Texas steers $\frac{5}{16}$ c, and extreme light Texas steers $\frac{5}{16}$ c.

Heavy native cows again sold at $\frac{5}{16}$ c. Light native cows moved in a good way at 6c. Branded cows were in strong demand and sold at $\frac{5}{16}$ c, steady.

One packer sold 1,600 January-February bulls, at $\frac{3}{4}$ c for natives and $\frac{3}{4}$ c for branded bulls, or $\frac{1}{4}$ c down from last sales.

FOREIGN WET SALTED HIDES—South American market active and a shade firmer. Late last week, 12,000 steers sold equal to $\frac{7}{16}$ c; early this week, 4,000 Anglos and 4,000 LaPlatas sold at \$23.50, equal to $\frac{7}{16}$ c, c.i.f. New York. This sale was followed by 4,000 Smithfields, 4,000 LaPlatas and 4,000 Anglos at \$23.75, or $\frac{7}{16}$ c; later, 4,000 LaPlatas, 12,000 Anglos and 4,000 LaBlancas sold to U. S. at \$24.00, or $\frac{7}{16}$ c. Unsold stocks are very moderate.

SMALL PACKER HIDES—Local small packer sale slow while big packer descriptions moving in such huge quantities. Market quoted around 6c for all-weight natives and $\frac{5}{16}$ c for branded, in

a nominal way; some few small lots understood moving through usual channels at a shade under these prices.

Local small packer association sold 2,500 January branded cows at $\frac{5}{16}$ c; 1,500 extreme native steers, 6c; 950 bulls, $\frac{3}{4}$ c for natives and $\frac{3}{4}$ c for branded bulls.

In Pacific Coast market, 17,000 December small packer untrimmed hides sold at $\frac{4}{16}$ c for steers and $\frac{3}{4}$ c for cows; later, 5,000 December packer trimmed hides sold at $\frac{4}{16}$ c for steers and 4c for cows, all flat, f.o.b. shipping points, steady.

COUNTRY HIDES—Trading slow, due to inability of collectors to secure hides at interior points low enough to operate at these price levels. Market steady, with all-weights priced $\frac{4}{16}$ c, selected, delivered. Heavy steers and cows slow at $\frac{4}{16}$ c. Buff weights quoted $\frac{4}{16}$ c to $\frac{4}{16}$ c. Extremes range $\frac{5}{16}$ c to $\frac{5}{16}$ c, with some available at $\frac{4}{16}$ c at interior points. Bulls slow, $\frac{2}{4}$ c to $\frac{3}{4}$ c. All-weight branded priced $\frac{3}{16}$ c, flat, less Chicago freight.

CALFSKINS—The willingness of tanners to take on calfskins at present would indicate that the bottom has been reached. One packer sold 50,000 November-December calf, at $\frac{7}{16}$ c for November northerns and $\frac{7}{16}$ c for December. Another packer sold 18,000 November to January skins at $\frac{7}{16}$ c for northerns and the usual cent less for southern. One packer offering November at 8c and December at $\frac{7}{16}$ c. Some outside packer calf sold at 7c.

Chicago city calfskins advanced a half-cent early, when car 8/10-lb. sold at 6c, and car 10/15-lb. at 7c; these prices bid for more. Outside cities, 8/15-lb., quoted about $\frac{6}{16}$ c; mixed cities and countries $\frac{5}{16}$ c to 6c; straight countries, $\frac{4}{16}$ c to 5c.

KIPSKINS—One packer sold 4,000 January northern native kipskins at $\frac{7}{16}$ c, and later 2,400 southern at $\frac{6}{16}$ c; 1,700 northern moved in another direction at $\frac{7}{16}$ c. Another packer sold 4,800 January over-weight kips at 7c for northerns and $\frac{6}{16}$ c for southern.

Car of Chicago city kipskins sold at $\frac{6}{16}$ c. Outside cities quoted $\frac{6}{16}$ c to $\frac{6}{16}$ c; mixed cities and countries around $\frac{5}{16}$ c; straight countries about 5c.

SHEEPSKINS—Dry pelts steady at $\frac{8}{16}$ c to 9c for full wools, short wools half-price. Production of shearlings light but readily absorbed, considering the quality available; No. 2's in better demand than No. 1's. One packer sold a car this week, No. 1's at 25c, No. 2's 20c; shorts quoted $\frac{12}{16}$ c to $\frac{15}{16}$ c. Pickled skins quoted at Chicago \$1.25 to \$1.50 per doz. straight run of current quality, which is about the poorest of the year; sales of January skins reported at \$1.40, while December sold at \$1.62 to \$1.75 earlier. New York market quoted around \$1.75 per doz. for straight run. Small packer woolled pelts quoted 75 to 80c.

New York.

PACKER HIDES—Two packers booked their November hides to tanning account last week. One packer sold November and December hides this week, and another packer December, all at $\frac{6}{16}$ c for native steers, $\frac{6}{16}$ c for butt brands, and 6c for Colorados.

CALFSKINS—A few more 5-7 city calfskins reported early at 50c, steady;

7-9 cities last sold at 65c, and 9-12's at \$1.25 to \$1.35; bids at 10c higher than these figures reported for packer skins.

New York Hide Exchange Futures.

Saturday, February 13, 1932—Close:
Feb. 5.55n; Mar. 5.75 sale; Apr. 6.00n; May 6.25n; June 6.50 sale; July 6.75n; Aug. 7.00n; Sept. 7.29 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.90n; Jan. 8.05n. Sales 37 lots.

Monday, February 15, 1932—Close:
Feb. 5.50n; Mar. 5.70 to 5.85; Apr. 6.00n; May 6.30n; June 6.64 to 6.70; July 6.90n; Aug. 7.15n; Sept. 7.42 to 7.50; Oct. 7.65n; Nov. 7.85n; Dec. 8.02 to 8.10; Jan. 8.20n. Sales 78 lots.

Tuesday, February 16, 1932—Close:
Mar. 5.65 to 5.85; Apr. 6.00n; May 6.30n; June 6.68 to 6.75; July 6.95n; Aug. 7.20n; Sept. 7.50 sale; Oct. 7.70n; Nov. 7.90n; Dec. 8.10 to 8.20; Jan. 8.30n. Sales 54 lots.

Wednesday, February 17, 1932—Close:
Mar. 5.40 to 5.65; Apr. 5.80n; May 6.15n; June 6.50 to 6.55; July 6.75n; Aug. 7.00n; Sept. 7.25 to 7.30; Oct. 7.45n; Nov. 7.65n; Dec. 7.85 to 8.05; Jan. 8.00n. Sales 12 lots.

Thursday, February 18, 1932—Close:
Mar. 5.41 to 5.50; Apr. 5.75n; May 6.10n; June 6.45 sale; July 6.75n; Aug. 7.00n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.95 to 8.10; Jan. 8.10n. Sales 52 lots.

Friday, February 19, 1932—Close:
Mar. 5.00 to 5.30; Apr. 5.50n; May 6.00n; June 6.45 to 6.50; July 6.75n; Aug. 7.00n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.90 to 8.00; Jan. 8.05n. Sales 36 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Feb. 19, 1932, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1931.
	Week ended Feb. 19.	Prev. week.	
Spr. nat. str.	7½ @ 8n	7½ @ 8n	8 @ 8½n
Hvy. nat. str.	@ 6½	@ 6½	@ 7
Hvy. Tex. str.	@ 6½	@ 6½	@ 7
Hvy. butt brand'd str.	@ 6½	@ 6½	@ 7
Hvy. Col. str.	@ 6	@ 6	@ 6½
Ex-light Tex. str.	@ 5½	@ 5½	@ 6
Brnd'd cows.	@ 5½	@ 5½	@ 6
Hvy. nat. cows	@ 5½	@ 5½	@ 6
Li. nat. cows	@ 6	@ 6	@ 6½
Nat. bulls	@ 3½	@ 4	4¼ @ 4½
Brnd'd bulls.	@ 3½	3½ @ 3½	3½ @ 4n
Calfskins	7¼ @ 7½	7 @ 8	15 @ 16n
Kips, nat. str.	@ 7n	@ 8ax	@ 11½
Kips, ov-wt.	@ 7	@ 7n	@ 9½
Kips, brnd'd	½ @ 6n	6 @ 6¼n	8 @ 8
Slunks, reg.	@ 37½	@ 37½	@ 38ax
Slunks, hris.	25 @ 30	25 @ 30	30 @ 32½

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 6n	@ 6n	6 @ 6½n
Branded	@ 5½n	@ 5½n	@ 6n
Nat. bulls	@ 3½	@ 4n	4¼ @ 4½
Brnd'd bulls.	@ 3½	@ 3½n	@ 3½
Calfskins	@ 6½	@ 6½n	12 @ 12½
Kips	@ 6½	@ 6½n	@ 10
Slunks, reg.	@ 30n	@ 30n	@ 30
Slunks, hris.	@ 15n	@ 15n	@ 30

COUNTRY HIDES.			
Hvy. steers	4 @ 4½	4 @ 4½	@ 5ax
Hvy. cows	4 @ 4½	4 @ 4½	@ 5ax
Butts	4½ @ 4½	4½ @ 4½	@ 5½
Extremes	5 @ 5½	5 @ 5½	@ 6½ax
Bulls	2½ @ 3	2½ @ 3	@ 3n
Calfskins	4½ @ 5	4½ @ 5	8 @ 8½
Kips	5 @ 5½	5½ @ 5½	6½ @ 7
Light calf	20 @ 25n	20 @ 25n	@ 25
Deacons	20 @ 25n	20 @ 25n	@ 25
Slunks, reg.	10 @ 15n	10 @ 15n	35 @ 40
Slunks, hris.	@ 5n	@ 5n	5 @ 10n
Horsehides	1.125 @ 2.25	1.40 @ 2.25	1.75 @ 2.75

SHEEPSKINS.			
Pkr. lambs	.....	.....	65 @ 75
Sm. pkr.	.....	.....	.....
lambs	.....75	@ 80	70 @ 75
Pkr. shearings	.....	.....	45 @ 60
Dry pelts	.....8½ @ 9	@ 9	6 @ 7

Chicago Section

Charles J. Roberts, president of Roberts & Oake, is spending a part of his winter vacation in California.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 16,708 cattle, 4,673 calves, 35,692 hogs and 36,274 sheep.

R. E. Ottenheimer, president of Ottenheimer Bros., Baltimore, Md., spent the week in Chicago, checking the situation in store refrigeration and store equipment, in which he is an authority.

I. M. Hoagland, vice president of Armour and Company in charge of sales, has been taking a two weeks' vacation in Florida. Mr. Hoagland returns to his office early the coming week.

Provision shipments from Chicago for the week ended February 13, 1932, with comparisons, were as follows:

	Week Feb. 13.	Previous week.	Same week, '31.
Cured meats, lbs.	10,022,000	9,631,000	11,176,000
Fresh meats, lbs.	37,090,000	44,427,000	48,488,000
Lard, lbs.	14,958,000	5,656,000	11,489,000

The sympathy of his many friends in the industry is extended to Carl Fowler, vice-president of Wilson & Co., in the death of his mother, who passed away at Topeka, Kans., on February 18.

Friends of Fred H. Minifie, vice-president of Oscar Mayer & Co., were shocked to learn this week of the death of Mrs. Minifie on February 16, after a brief illness from pneumonia. Besides her husband she leaves a son, Jack, aged 17. Funeral services were held on Friday, February 19.

John E. Wagner, treasurer and head of the credit department of the Cudahy Packing Company, visited the New Orleans branch of the company recently as a part of a tour to all branches. J. J. O'Neill, assistant manager of the branch house department, Chicago, and Southern officials of the company, accompanied him.

E. L. Griffith, president Griffith Laboratories, Chicago, has just returned from a business and pleasure trip in California, having spent ten days in San Francisco and four weeks in Los Angeles. Meat men report that trade on the coast is getting better, according to Mr. Griffith. He and Mrs. Griffith motored back to Chicago via San Antonio, Ft. Worth and Dallas and report a pleasant trip.

SWEDISH DUTIES RAISED.

By a Swedish decree effective February 1, 1932, specific import duties on meat extracts, sauces and canned fruits were increased from 50 to 75 crowns per 100 kilos. Commodities covered by this decree were evidently considered as of a non-essential nature.

OPERATING VETERAN PASSES.

George W. Kilborn, night superintendent of the Chicago plant of Wilson & Co., died suddenly on February 12, of a heart attack. He had been on duty during the night and passed away shortly after returning to his home. He was 47 years of age. Mr. Kilborn had been associated with Wilson & Co. since early in 1917, serving in many capacities and the last four years as night superintendent. Prior to his connection with Wilson, he was in the employ of Libby, McNeill & Libby, but from 1905 to 1917 was associated with Morris & Co. at the Chicago and Kansas City plants. He served in the World War, spending 1918 and 1919 in France as first lieutenant in the Quartermasters Corps. Funeral services were held February 15. Mr. Kilborn is survived by his widow, two daughters and a son.

DEATH OF HENRY FOCKE, SR.

Henry Focke, sr., long associated with the meat business in Dayton, Ohio, died February 4, 1932, after a long illness. He was 74 years of age.

Mr. Focke was the son of William Focke, sr., founder of the Wm. Focke Sons Company, now conducted by nephews of the deceased and grandsons of the founder of the business. He was associated with his father for many years in the meat packing business and later in the wholesale and retail grocery business. At one time he was proprietor of a chain of groceries and also operated a wholesale warehouse. He is survived by ten children.

Funeral services were held on the morning of February 8, with interment in Calvary cemetery.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business February 15, 1932, as reported by the Chicago Board of Trade, are as follows:

	Feb. 15, 1932.	Jan. 31, 1932.	Feb. 14, 1931.
P. S. lard, made since Oct. 1, '31, lbs.	17,708,280	18,287,936	22,802,385
Other kinds of lard, lbs.	11,267,624	6,816,163	4,971,860
D. S. clear bellies, made since Oct. 1, '31, lbs.	12,980,677	11,346,153	9,793,945
D. S. clear bellies, made previous to Oct. 1, '31, lbs.	147,109	336,675	.....
D. S. rib bellies, made since Oct. 1, '31, lbs.	1,563,061	1,163,347	1,784,061
D. S. rib bellies, made previous to Oct. 1, '31, lbs.	1,000	6,000	.....
Extra short clear sides, made since Oct. 1, '31, lbs.	36,600	37,400	66,992

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Feb. 13, 1932:

	Week ended Feb. 13.	Prev. week.	Cor. week. 1931.
West. drad. meats:			
Steers, carcasses	2,306	2,371	2,430
Cows, carcasses	1,889	2,249	1,698
Bulls, carcasses	48	61	97
Veals, carcasses	777	698	1,747
Lambs, carcasses	20,835	21,834	19,270
Mutton, carcasses	418	457	854
Pork, lbs.	603,282	618,312	562,525

TRADE GLEANINGS

Cochran & Woodworth's slaughterhouse, Gonzales, Calif., was put into operation recently.

Ferdinand Rieseberg has taken over the brokerage business of Cronkrite & Rieseberg, dealers in meat products and canned goods at 30-23 49th st., Long Island City, N. Y.

Forrest City Cotton Oil Mill, Forrest City, Ark., has let the general contract for a one-story building, which will include a seed warehouse and cleaning room, and two one-story unloading sheds.

Beaumont Packing Co., Parigi & Pinkerton, proprietors, had leased the plant of Beaumont Provision Co., 710 College st., Beaumont, Tex. They will do a wholesale business in fresh meats and provisions and manufacture sausage.

Substantial improvements, including the installation of refrigeration, are being made on the Nordyke slaughterhouse, northeast of Woodland, Calif., under lease by R. J. Chadwick and R. J. Mulcahy of the C and M Meat Market.

Plans for the purchase of the Beasley packing plant and stock yard, Warford st., Memphis, Tenn., by Abraham Bros. Packing Co., Inc., are being made. Abraham Bros. has been leasing the plant for several years, and now will remodel to the extent of about \$8,000. Adjoining the plant is the Dixie National Stock Yards.

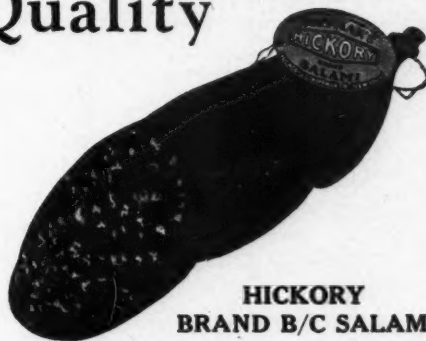
Independent Packing Co., Twenty-first and Lane sts., Topeka, Kans., has recently erected a plant which includes killing floors and two coolers. Within the next thirty days another cooler, sausage and lard room, pickle cellar and smokehouse will be added. Homer Emery, who has been engaged in the cattle business for twenty years, is president of the new concern, which is capitalized at \$20,000.

After being closed for two years the Danzeisen Packing Co. resumed operations at its plant at Decatur, Ill., recently. Among improvements instituted were building of new floors in many rooms, and installation of a complete new refrigeration system. The beef killing department was rebuilt and the sausage department revamped. William Danzeisen is president of the packing company under its new organization.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended February 13, 1932:

	Week ended Feb. 13.	Prev. week.	Cor. week. 1931.
West. drad. meats:			
Steers, carcasses	2,355	2,467	2,550
Cows, carcasses	601	623	727
Bulls, carcasses	242	233	300
Veals, carcasses	1,552	1,700	1,864
Lambs, carcasses	16,116	16,837	11,815
Mutton, carcasses	789	1,100	635
Pork, lbs.	578,397	644,014	600,046
Local slaughters:			
Cattle	1,512	1,765	1,364
Calves	2,118	2,514	1,630
Hogs	17,336	19,459	15,259
Sheep	5,967	7,878	5,214

F. C. ROGERS, INC.NINTH AND NOBLE STREETS
PHILADELPHIA**PROVISION
BROKER**Member of New York Produce Exchange
and Philadelphia Commercial ExchangeJOS. H. HEINEMAN
CHAS. E. HAMAN**HEINEMAN-HAMAN
INC.****PROVISION
BROKERS**402-10 W. 14TH STREET
New York City**Uniform Good
Quality****HICKORY
BRAND B/C SALAMI**

Good quality alone is not enough to recommend Salami. It must be consistent and uniform in every respect. HOFFMAN sees to it that Hickory Brand Salami is just that.

J. S. HOFFMAN COMPANY
Chicago New York

PACKER'S YEAR IN REVIEW.

(Continued from page 21.)

beef have the widest fluctuation. In years of rising prices, like 1927 and 1928, the price of sirloin and round steak rose by a much greater amount than did the price of the cheaper cuts. On the other hand, during the period of falling prices, since 1929, the higher priced cuts have suffered the greatest decline.

Consumer Pocketbook Rules.

Consumer purchasing power is the factor which has the last word in determining meat prices, once the meat is on hand ready for sale.

"There is probably no business where the law of price is so inexorable as in the meat business. Any attempt to secure a higher price than market conditions warrant would immediately cause supplies of perishable meats to back up either in the retailer's shop or in the packer's cooler, and it would then require a drastic cut in prices, involving heavy losses to move the stocks on hand."

Those engaged in the distribution of meat are powerless to do more than offer their stocks of meat coming to market at prices that will cause the supply to be purchased and eaten.

A National Food Distributor.

Turning to a review of the business of Swift & Company, the year book discusses the highly diversified character of its business, with meat the principal product handled. It has over 40 meat packing plants in the livestock producing sections and more than 400 branch houses for distributing meat and other products to over 200,000 retail outlets. It has more than 100 produce plants in the west and central west and a large number of oil refining plants. By-products manufactured by the company to a finished stage are stock and poultry feeds, fertilizer, soap, glue, oleomargarine and gelatine.

Pending the final decision on the modification of the packers consent decree, and in view of the delay occasioned by the appeal from the decision rendered in January, 1931, the company has brought out a line of canned goods—including salmon, fruits, vegetables and condiments—using for these lines the same sales force and physical equipment now used to distribute meat and produce. By so doing it is possible for the company to increase the volume of its business with the sales organization that already exists, and thereby reduce distribution costs.

The value of this diversification of company earnings is brought out in the statement that "one of the most important factors which has made for stability in Swift & Company's earnings during the past 46 years is the extent to which the company has diversified its production."

Splitting the Sales Dollar.

An interesting division of the company's sales dollar over a recent five-year period, covering raw material, supplies, costs and profits, is as follows:

	Per Dollar of Sales.
Livestock and other raw products.....	\$0.818
Labor .....	.089
Freight .....	.025
Interest .....	.006
Depreciation .....	.006
Repairs .....	.011
Taxes .....	.003
Supplies .....	.026
Other expenses .....	.006
Profits .....	.014

\$1.000

Thus out of every dollar received by the company from the sale of all of its products, 81c was spent for raw materials. If the calculation were limited to livestock alone, it would show that 85c out of every dollar received for meat and by-products was spent in the purchase of livestock.

**PACKERS COMMISSION CO.**

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS**CHICAGO**SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
February 18, 1932.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	10 1/4	11 1/4	12 1/4
10-12	10	11	12
12-14	9	10 1/4	11 1/4
14-16	9	10 1/4	11 1/4
10-16 range	9	10 1/4	11 1/4

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	8 1/4	9	9 1/4
12-14	8 1/4	9	9 1/4
14-16	8 1/4	9	9 1/4
10-16 range	8 1/4	9	9 1/4

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	9 1/4	10 1/4	11 1/4
12-14	9 1/4	10 1/4	11 1/4
14-16	9 1/4	10 1/4	11 1/4
16-18	9 1/4	10 1/4	11 1/4
18-20	9 1/4	10 1/4	11 1/4
20-22	9 1/4	10 1/4	11 1/4
22-24	9 1/4	10 1/4	11 1/4
24-26	8 1/4	9 1/4	10 1/4
26-30	8 1/4	9 1/4	10 1/4
30-35	7 1/4	8 1/4	9 1/4

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	6 1/4	6	6 1/4
6-8	5 1/4	5 1/4	5 1/4
8-10	5	5	5
10-12	4 1/4	4 1/4	4 1/4
12-14	4 1/4	4 1/4	4 1/4

BELLIES.

	Green. Sg. Sdls.	Cured. S.P.	Dry Cured.
6-8	8	8	8 1/4
8-10	8	8	8 1/4
10-12	7 1/4	7 1/4	7 1/4
12-14	6 1/4	6 1/4	6 1/4
14-16	6 1/4	6 1/4	6 1/4
16-18	6	6	6 1/4

D. S. BELLIES.

	Clear. Standard.	Fancy.	Rib.
14-16	6	7 1/4	7 1/4
16-18	5 1/4	7 1/4	7 1/4
18-20	5 1/4	7 1/4	7 1/4
20-25	5 1/4	7 1/4	7 1/4
25-30	5 1/4	7 1/4	7 1/4
30-35	5 1/4	7 1/4	7 1/4
35-40	5 1/4	7 1/4	7 1/4
40-50	5 1/4	7 1/4	7 1/4
50-60	5	7 1/4	7 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4 1/4	4 1/4
10-12	4 1/4	4 1/4
12-14	5 1/4	5 1/4
14-16	6 1/4	6 1/4
16-18	6 1/4	6 1/4
18-20	6 1/4	6 1/4
20-25	7 1/4	7 1/4

OTHER D. S. MEATS.

Extra short clears	35-45	5 1/4 n
Extra short ribs	35-45	5 1/4 n
Regular plates	6-8	4
Clear plates	4-6	3 1/4
Jowl butts	4-6	3 1/4
Green square jowls	4-6	4 1/4
Green rough jowls	4-6	3 1/4

FUTURE PRICES.

SATURDAY, FEBRUARY 13, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.30	5.30	5.20	5.10b
May	5.40	5.45	5.37 1/2	5.42 1/2 b
July	5.55	5.60	5.55	5.60b
Sept.				
CLEAR BELLIES—				
Mar.				5.62 1/2 b
May				5.80b
July				
Sept.				

MONDAY, FEBRUARY 15, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.05	5.05	5.00	5.00ax
May	5.15	5.17 1/2	5.05	5.05
July	5.35	5.37 1/2	5.27 1/2	5.27 1/2 ax
Sept.	5.55	5.55	5.42 1/2	5.42 1/2 ax
CLEAR BELLIES—				
Mar.				5.62 1/2 b
May				5.80n
July				
Sept.				

TUESDAY, FEBRUARY 16, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.90	5.10	4.90	5.02 1/2
May	5.02 1/2	5.22 1/2	5.02 1/2	5.15
July	5.22 1/2	5.42 1/2	5.22 1/2	5.35ax
Sept.	5.40	5.60	5.40	5.55ax
CLEAR BELLIES—				
Mar.				5.62 1/2
May				5.80n
July				
Sept.				

WEDNESDAY, FEBRUARY 17, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.		5.27 1/2		5.05ax
May		5.45	5.35	5.35
July		5.57 1/2	5.50	5.50b
Sept.				
CLEAR BELLIES—				
Mar.				5.70b
May				5.95ax
July				5.92 1/2 b
Sept.				

THURSDAY, FEBRUARY 18, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.10	5.10	5.05	5.00ax
May	5.30	5.30	5.25	5.27 1/2 ax
July	5.50	5.50	5.42 1/2	5.42 1/2 ax
Sept.				
CLEAR BELLIES—				
Mar.	5.55			5.55
May	5.80			5.80
July				5.90n
Sept.				

FRIDAY, FEBRUARY 19, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.07	5.07	5.00	4.90ax
May	5.25	5.25	5.22	5.22ax
July	5.47	5.47	5.37	5.37 ax
Sept.				
CLEAR BELLIES—				
Mar.				5.55n
May				5.75ax
July				5.80n
Sept.				

Key: ax, asked; b, bid; n, nominal; —, split.

Watch "wanted" page for bargains in equipment.

ANIMAL OILS.

Prime edible lard oil	@ 9 1/4
Headlight burning oil	@ 7 1/4
Prime winter strained	@ 7 1/4
Extra winter strained	@ 7 1/4
Extra lard oil	@ 6 1/4
Extra No. 1	@ 6 1/4
No. 1 lard	@ 6 1/4
No. 2 lard	@ 6 1/4
Acidless tallow oil	@ 6
20° C. T. neatfoot	@ 12 1/4
Pure neatfoot	@ 8 1/2
Special neatfoot	@ 7
Extra neatfoot	@ 6 1/4
No. 1 neatfoot	@ 6 1/4
Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.35 @ 1.37 1/4
Oak pork barrels, black iron hoops	1.40 @ 1.42 1/2
Ash pork barrels, galv. iron hoops	1.52 1/4 @ 1.55
White oak ham tierces	2.37 1/4 @ 2.40
Red oak lard tierces	1.82 1/4 @ 1.85
White oak lard tierces	1.97 1/4 @ 2.00

CHICAGO RETAIL MEATS

Beef.

	Week ended Feb. 17, 1932.	Cor. wk., 1931.
No. No. No.	No. No. No.	No. No. No.
Rib roast, hvy. end	24	18
Rib roast, lt. end	28	18
Chuck roast	20	18
Steaks, round	35	30
Steaks, sirloin cut	28	20
Steaks, porterhouse	45	38
Steaks, flank	25	16
Beef stew, chuck	15	14
Corn briskets, boneless	22	21
Corned plates	9	6
Corned rumps, bns.	22	15

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	22	10	28	15
Legs	23	12	28	15
Stews	7	6	15	10
Chops, shoulders	18	15	25	20
Chops, rib and loin	26	20	40	25

Mutton.

Legs	16	24
Stew	8	14
Shoulders	12	16
Chops, rib and loin	20	35

Pork.

Loins, 8@10 av.	10 @ 12	18 @ 18
Loins, 10@12 av.	10 @ 12	18 @ 18
Loins, 12@14 av.	10 @ 12	18 @ 18
Loins, 14 and over	8 @ 10	12 @ 12
Breasts	14 @ 16	20 @ 20
Shoulders	8 @ 10	14 @ 14
Butts	8 @ 10	16 @ 16
Spareribs	7 @ 8	11 @ 11
Hocks	6 @ 6	11 @ 11
Leaf lard, raw	6 @ 6	6 @ 6

Veal.

Hindquarters	20 @ 24	24 @ 24
Forequarters	12 @ 14	14 @ 14
Breasts	22 @ 25	25 @ 25
Shoulders	12 @ 14	15 @ 15
Cutlets	12 @ 14	15 @ 15
Rib and loin chops	8 @ 8	8 @ 8

Butchers' Offal.

Suet	@ 1	@ 2 1/4
Shop fat	@ 1	@ 2 1/4
Bone, per 100 lbs.	@ 10	@ 25
Calf skins	@ 4 1/2	@ 13
Kips	@ 5	@ 13
Deacons	@ 5	@ 13

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. i. Chicago	10 1/4	
Salt peter, 25 bbl. lots, f.o.b. N. Y.		
DBL refined granulated	6 1/4	5 1/2
Small crystals	7 1/4	
Medium crystals	7 1/4	
Large crystals	8	
Bbl. refid. gran. nitrate of soda	8 1/4	1 1/2
Less than 25 bbl. lots, 1/4c more.		

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk	10.00
Medium, carlots, per ton, f.o.b. Chicago, bulk	10.00
Rock, carlots, per ton, f.o.b. Chicago	10.00

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	@ 13.50
Second sugar, 90 basis	None
Syrup testing, 68 to 69 combined sucrose and invert, New York	@ 13.50
Standard gran. f.o.b. refiners (2%)	@ 13.50
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 13.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 13.50

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	6	9
Cinnamon	12	16
Cloves	18	23
Coriander	5	12 1/4
Ginger	45	50
Mace	18	19
Nutmeg	12	15
Pepper, black	12	24
Pepper, Cayenne	12	24
Pepper, red	12	24
Pepper, white	16	24

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended, Feb. 17, 1932.	Cor. week, 1931.
Prime native steers—		
400-600	15 1/4 @ 16 1/4	
600-800	15 1/2 @ 16 1/2	
800-1000	15 @ 15 1/2	
Good native steers—		
400-600	13 @ 14	
600-800	12 1/4 @ 13 1/4	
800-1000	12 1/2 @ 13 1/2	
Medium steers—		
400-600	11 @ 13	
600-800	11 @ 12 1/2	
800-1000	11 @ 12	
Halfers, good, 400-600	11 @ 14	
Cows, 400-600	6 1/2 @ 9	
Hard quarters, choice	2 @ 22	
Fore quarters, choice	1 @ 11	

Beef Cuts.

	Week ended, Feb. 17, 1932.	Cor. week, 1931.
Steer loins, prime	@ 35	
Steer loins, No. 1	@ 33	@ 35
Steer loins, No. 2	@ 26	@ 30
Steer short loins, prime	@ 45	
Steer short loins, No. 1	@ 45	@ 44
Steer short loins, No. 2	@ 31	@ 37
Steer loin ends (hips)	@ 23	@ 26
Steer loin ends, No. 2	@ 22	@ 25
Cow loins, No. 1	@ 10	@ 11
Cow short loins	@ 16	@ 21
Cow loin ends (hips)	@ 13	@ 14
Steer ribs, prime	@ 21	
Steer ribs, No. 1	@ 20	@ 25
Steer ribs, No. 2	@ 17	@ 23
Cow ribs, No. 2	@ 11	@ 8 1/2
Cow ribs, No. 3	@ 8	@ 9
Steer rounds, prime	@ 11 1/2	
Steer rounds, No. 1	@ 11	@ 15 1/2
Steer rounds, No. 2	@ 10 1/2	@ 15
Steer chuck, prime	@ 10	@ 13
Steer chuck, No. 1	@ 9	@ 13
Steer chuck, No. 2	@ 8 1/2	@ 11 1/2
Cow rounds	@ 8	@ 11 1/2
Cow chucks	@ 7	@ 9 1/2
Steer plates	@ 8	@ 10
Medium plates	@ 4	@ 7
Briskets, No. 1	@ 13	@ 17
Steer navel ends	@ 4	@ 5 1/2
Cow navel ends	@ 3 1/2	@ 6 1/2
Fore shanks	@ 8	@ 10
Hind shanks	@ 5	@ 8
Strip loins, No. 2	@ 45	@ 45
Strip loins, No. 1	@ 27	@ 32
Strip loins, No. 2	@ 17	@ 20
Beef tenderloins, No. 1	@ 60	@ 65
Beef tenderloins, No. 2	@ 50	@ 60
Rump butts	@ 18	@ 25
Flank steaks	@ 18	@ 26
Shoulder clods	@ 10	@ 12
Hanging tenderloins	@ 8	@ 10
Insides, green, 6@8 lbs.	@ 14	@ 14 1/2
Insides, green, 5@6 lbs.	@ 7 1/2	@ 11 1/2
Knuckles, green, 5@6 lbs.	@ 9	@ 13

Beef Products.

Brains (per lb.)	@ 8	@ 12
Hearts	@ 4 1/2	@ 6
Tongues	@ 6	@ 20
Sweetbreads	@ 18	@ 20
Ox-tails, per lb.	@ 12	@ 15
Fresh tripe, plain	@ 4	@ 5
Fresh tripe, H. C.	@ 8	@ 10
Livers	@ 17	@ 21
Kidneys, per lb.	@ 11	@ 11

Veal.

Choice carcass	@ 12	@ 15
Good carcass	@ 10	@ 14
Good saddles	@ 16	@ 20
Good racks	@ 10	@ 15
Medium racks	@ 8	@ 10

Veal Products.

Brains, each	@ 7 1/2	@ 12
Sweetbreads	@ 50	@ 60
Calf livers	@ 55	@ 60

Lamb.

Choice lambs	@ 15	@ 19
Medium lambs	@ 13	@ 17
Choice saddles	@ 17	@ 23
Medium saddles	@ 15	@ 22
Choice fores	@ 10	@ 14
Medium fores	@ 9	@ 13
Lamb fries, per lb.	@ 25	@ 33
Lamb tongues, per lb.	@ 10	@ 16
Lamb kidneys, per lb.	@ 15	@ 25

Mutton.

Heavy sheep	@ 4 1/2	@ 8
Light sheep	@ 7	@ 10
Heavy saddles	@ 5	@ 10
Light saddles	@ 8	@ 14
Heavy fores	@ 8	@ 14
Light fores	@ 4	@ 8
Mutton legs	@ 11	@ 14
Mutton loins	@ 7	@ 10
Mutton stew	@ 7	@ 10
Sheep tongues, per lb.	@ 3	@ 6
Sheep heads, each	@ 12	@ 10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 9	@ 16
Picnic shoulders	@ 6 1/2	@ 10
Skinned shoulders	@ 6	@ 11
Tenderloins	@ 30	@ 35
Spare ribs	@ 5 1/2	@ 8 1/2
Back fat	@ 7	@ 10
Boston butts	@ 7	@ 13
Boneless butts, cellar		
trim, 2@4	@ 11	@ 19
Hocks	@ 6	@ 10
Tails	@ 5	@ 8
Neck bones	@ 2 1/2	@ 3
Slip bones	@ 9	@ 13
Blade bones	@ 6	@ 10
Pigs' feet	@ 3	@ 5
Kidneys, per lb.	@ 5	@ 8
Livers	@ 2	@ 5
Brains	@ 8	@ 12
Ears	@ 4 1/2	@ 5
Snouts	@ 7	@ 9
Heads	@ 5	@ 8

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 19	
Country style sausage, fresh in link	@ 16	
Country style sausage, fresh in bulk	@ 15	
Country style pork sausage, smoked	@ 17	
Frankfurts in sheep casings	@ 15	
Frankfurts in hog casings	@ 14	
Bologna in beef bungs, choice	@ 14 1/2	
Bologna in cloth, paraffined, choice	@ 13	
Bologna in beef middles, choice	@ 14	
Liver sausage in hog bungs	@ 17	
Smoked liver sausage in beef rounds	@ 11 1/2	
Liver sausage in beef rounds	@ 11	
Head cheese	@ 14	
New England luncheon specialty	@ 18	
Mixed lunch specialty, choice	@ 25	
Tongue sausage	@ 15	
Blood sausage	@ 15	
Souse	@ 15	
Polish sausage	@ 14	

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 38	
Thuringer cervelat	@ 15	
Farmer	@ 23	
Holsteiner	@ 22	
B. C. salami, choice, in hog bungs	@ 31	
Milano salami, choice, in hog bungs	@ 31	
R. C. salami, new condition	@ 16 1/2	
Frisses, choice, in hog middles	@ 29	
Genoa style salami	@ 40	
Pepperoni	@ 37	
Mortadella, new condition	@ 45	
Capicola	@ 38	
Italian style hams	@ 29	
Virginia hams	@ 39	

SAUSAGE MATERIALS.

Regular pork trimmings	3 1/2 @ 4	
Special lean pork trimmings	6 @ 6 1/2	
Neck bone trimmings	7 @ 7 1/2	
Pork cheek meat	4 1/2 @ 5	
Pork hearts	@ 3 1/2	
Pork livers	@ 1	
Native boneless bull meat (heavy)	@ 6 1/2	
Boneless chucks	@ 4 1/2	
Shank meat	@ 3 1/2	
Beef trimmings	@ 3 1/2	
Beef hearts	@ 2	
Beef cheeks (trimmed)	@ 2 1/2	
Dressed cutters, 350 lbs. and up	@ 3 1/2	
Dressed cutters, 400 lbs. and up	@ 4 1/2	
Dr. bologna bulls, 600 lbs. and up	@ 18	
Beef tripe	@ 2	
Pork tongues, canner trim S. P.	@ 4 1/2	

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack	23	
Domestic rounds, 140 pack	23	
Export rounds, wide	31	
Export rounds, medium	26	
Export rounds, narrow	32	
No. 1 weasands	13	
No. 2 weasands	17	
No. 1 bungs	18	
No. 2 bungs	12	
Middles, regular	95	
Middles, select, wide, 2@2 1/2 in. diameter	1.25	
Middles, select, extra wide, 2 1/2 in. and over	2.25	
Dried bladders:		
12-15 in. wide, flat	1.70	
10-12 in. wide, flat	1.25	
8-10 in. wide, flat	.85	
6-8 in. wide, flat	.40 and 45	
Hog casings:		
Narrow, per 100 yds.	2.75	
Narrow, special, per 100 yds.	2.25	
Medium, regular	1.00	
Wide, per 100 yds.	.70	
Extra wide, per 100 yds.	.75	
Export bungs	.30	
Large prime bungs	.22	
Medium prime bungs	.10 and 12	
Small prime bungs	.6 and 7	
Middles, per set	.20	
Stomachs	.06	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	4.50	
Large tins, 1 to crate	5.50	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	5.75	
Large tins, 1 to crate	6.75	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	4.75	
Large tins, 1 to crate	5.75	

DRY SALT MEATS.

Extra short clears	@ 5 1/2	
Extra short ribs	@ 5 1/2	
Short clear middles, 60-lb. av.	@ 7	
Clear bellies, 15@20 lbs.	@ 5 1/2	
Clear bellies, 14@16 lbs.	@ 6 1/2	
Rib bellies, 20@25 lbs.	@ 5 1/2	
Rib bellies, 25@30 lbs.	@ 5 1/2	
Fat backs, 10@12 lbs.	@ 4 1/2	
Fat backs, 14@16 lbs.	@ 6 1/2	
Regular plates	@ 4	
Butts	@ 3 1/2	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 15 1/2	
Fancy skd. hams, 14@16 lbs.	@ 16 1/2	
Standard reg. hams, 14@16 lbs.	@ 14	
Plenics, 4@8 lbs.	@ 11	
Fancy bacon, 6@8 lbs.	@ 17 1/2	
Standard bacon, 6@8 lbs.	@ 18	
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	@ 35	
Outsides, 5@9 lbs.	@ 24	
Knuckles, 5@9 lbs.	@ 27	
Cooked hams, choice, skin on, fattened	@ 21	
Cooked hams, choice, skinless, fattened	@ 22	
Cooked plenics, skin on, fattened	@ 17	
Cooked plenics, skinned, fattened	@ 18	
Cooked loin roll, smoked	@ 28	

BARRELED PORK AND BEEF.

Mess pork, regular	\$	@ 14.00
Family back pork, 24 to 34 pieces		@ 19.00
Family back pork, 35 to 45 pieces		@ 18.00
Clear back pork, 40 to 50 pieces		@ 15.00
Clear plate pork, 25 to 35 pieces		@ 13.00
Brisket pork		@ 12.00
Bean pork		@ 11.00
Plate beef		@ 11.00
Extra plate beef, 200 lb. bbls.		@ 15.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	
Honeycomb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	16.50	
Pork tongues, 200-lb. bbl.	35.00	
Lamb tongues, long cut, 200-lb. bbl.	30.00	
Lamb tongues, short cut, 200-lb. bbl.	37.00	

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 11	
Nut, 1-lb. cartons, f.o.b. Chicago	@ 9	
(30 and 60-lb. solid packed tubs, 1c per lb. less.)		
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 11	

LARD.

Prime steam, cash (Bd. Trade)	@ 4.80	
Prime steam, loose (Bd. Trade)	@ 4.17 1/2	
Kettle, rendered, tierces, f.o.b. Chgo.	@ 6 1/2	
Refined lard, tierces, f.o.b. Chicago	@ 5 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 6	
Neutral, 1 tierces, f.o.b. Chicago	@ 6 1/2	
Compound, vegetable, tierces, c.a.f.	@ 6 1/2	

OLEO OIL AND STEARINE.

Oleo stocks	@ 6	
Extra oleo oil	@ 5	
Prime No. 1 oleo oil	5 1/2 @ 5 1/2	
Prime No. 2 oleo oil	@ 5 1/2	
Prime No. 3 oleo oil	@ 4 1/2	
Prime oleo stearine, edible	4 @ 4 1/2	

TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	3 1/4 @ 3 1/4	
Prime packers' tallow	3 1/4 @ 3 1/4	
No. 1 tallow, 10% f.f.a.	2 1/2 @ 2 1/2	
No. 2 tallow, 40% f.f.a.	@ 2	
Choice white grease	2 1/2 @ 3	
A-White grease	2 1/2 @ 2 1/2	
B-White grease, max. 5% acid	2 1/2 @ 2 1/2	
Yellow grease, 10@15%	1 1/2 @ 1 1/2	
Brown grease, 40% f.f.a.	@ 1 1/2	

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, points, prompt	3 1/4 @ 3 1/4	
White, deodorized, in bbls., f.o.b. Chgo.	6 1/2 @ 6 1/2	
Yellow, deodorized	6 1/2 @ 6 1/2	
Soap stock, 50% f.f.a., f.o.b.	4 @ 1	
Corn oil, in tanks, f.o.b. mills	3 1/2 @ 3 1/2	
Soya bean oil, f.o.b. mills	2 1/2 @ 3	
Cocconut oil, seller's tanks, f.o.b. coast	3 1/2 @ 3 1/2	
Refined in bbls., f.o.b. Chicago	6 1/2 @ 7	

Retail Section

Tact in the Meat Shop Courtesy and Common Sense Are the Clerk's Best Asset

By John Meatdealer, Institute of American Meat Packers.

Not long ago we were asked to name in one word a characteristic that a man must have to become a successful salesman in a retail store.

We at once said "brains," but that answer was ruled out as being too general. So we decided to be more specific. We came to the conclusion in a short time, and here's what we wrote to our friend:

"In our opinion, tact is one of the most important characteristics in the make-up of a retail salesman. If he uses tact in all dealings with customers, granting that he is otherwise a normal, honest individual, it is probable that he will succeed. If, on the other hand, he does not use tact in dealing with the trade, it is likely that his sphere of usefulness will be limited."

Shortly after we sent this letter we saw an article in a newspaper which convinced us still more that tact is one of the most important factors in retail selling. The item appeared under the heading "Embarrassing Moments," and concerned a bride who went into her meat store and ordered some veal liver.

The salesman took some liver from

the counter and put it on the scales. She noticed that the liver from which her piece had been taken was marked "calf liver." So she told the salesman that she couldn't use that, as her doctor had told her that she had to have "veal liver."

Not the Way to Say It.

The clerk laughed heartily and said, "You'd better get acquainted with your meats. There ain't no difference between veal liver and calf liver."

Naturally, the woman was embarrassed and remarked, "I'll never come in here again." The chances are that she meant what she said.

Sometimes it's a tough job to be agreeable with all folks who come into a store. A salesman's patience is tried time and again by the inhuman manner in which some customers deal with sales people. But, even so, it is the salesman's duty to restrain his natural feelings of resentment and send the customer away happy if he possibly can.

Here's one successful salesman's creed:

"Never laugh at a customer; never make her feel that you think she is ignorant; never contradict her, and if you give her a reasonable amount of service it is probable that she will make a habit of trading with you. No matter how much it would relieve your feelings to 'pop off,' remember that nothing last-

ing can be gained by so doing, and usually a customer is lost."

CAN RETAIL GOOD MEAT CHEAP.

Many cuts of meat are available at the present time in retail meat stores in Chicago at ten cents a pound or less, according to an announcement made by Charles W. Kaiser, secretary of the Central Branch of the Retail Meat Dealers' Association of Chicago.

Cuts which are being offered at the present time at 10c a pound or less include fresh and smoked picnics, fresh pork shoulders, spareribs, Boston style butts, ham shanks, salt pork, breast of veal, and breast and shank of lamb.

"In reducing one's living expenses by economizing in the purchase of food for the daily meals," Mr. Kaiser said, "families should not lose sight of the fact that an inexpensive meal can be equally as well-balanced and nutritious as a meal costing several times as much."

"For example, the meat cuts mentioned here which are being featured now are equally as high in food value as the more expensive steaks and chops, and when properly prepared are extremely attractive and appetizing. No one need apologize for the low-cost meal built around fresh pork shoulder roast with dressing, roast fresh picnic, ham shanks and cabbage, spareribs and sauerkraut, stuffed breast of veal, stuffed breast of lamb, or Irish stew."

"It has been many years since meat dealers in Chicago have been able to offer meat to the public at prices such as those we are quoting for the meats mentioned above. At a 'dime a pound' the expense of the meat in the daily diet need not deter any family from serving meals built around this food."

SMALL TURKEYS POPULAR.

Styles in turkeys are changing just as they have changed in beef, pork and lamb. Turkeys are gradually growing smaller, according to H. L. Shrader, poultry husbandman of the U. S. Department of Agriculture. Ten years ago consumers preferred large toms, and the smaller birds, which were usually hens, brought lower prices. Now the market demand is for birds weighing an average of 10 lbs. dressed and during the recent holiday season the smaller birds commanded a premium of 3c or 4c a pound over the larger. One of the largest chain store buyers reported that three-fourths of the demand in the stores of his chain was for birds weighing from 8 to 12 lbs.



WESTERN BUTCHERS GO HIGH HAT.

Six Tacoma, Wash., butchers have "gone high hat"—both by way of appearance and by state of mind. When the new Publix Market was opened in November by the Carstens Packing Company, seekers after the latest in meat cuts were met by smiling, top-hatted men. Their appearance caused no end of comment among the thousands who visited the market on this occasion.

Customers of today do not know that all self-respecting butchers formerly appeared behind their meat counters in silk hat and white apron. The custom long since died out, though one famous old dealer in San Francisco's public market continued to wear his "topper" up to the day of his death not so long ago.

This new market is the last thing in modern construction and equipment, and is conceded to be one of the finest on the Pacific Coast.

RETAIL CONVENTION PLANS.

One of the features in connection with the annual convention of the National Association of Retail Meat Dealers, to be held in Toledo, Ohio, May 9, 10, 11 and 12, 1932, will be a store modern and up-to-date in layout and equipment. This will be installed in a room adjoining the convention meeting room. Many firms, it is expected, will have store equipment, including display cases, and foods of various kinds on display. The exhibits will be open to meat dealers from 9 A. M. to 11 P. M. on the days of the convention. Admittance will be by badge.

The public will be admitted free of charge to the model store and exhibits after 6 P. M. on presentation of tickets from retailers who are members of the association. These tickets will be distributed to exhibitors and members only.

Another feature of the convention will be an educational exhibit showing the handling of foods from the farm to the table. This should be particularly interesting to the general public, it is believed. Several model kitchens will also be equipped to show modern methods of preparing foods.

A special inducement is being made to non-members to join the association before the dates of the annual convention. An electric sign, "Quality Meats," with the association emblem on it, is given to new members.

On February 15, 1932, thirty Toledo convention boosters went to Detroit, Mich., by bus to boost this annual affair.

NEWS OF THE RETAILERS.

Riggins and Sanders have engaged in the meat business at 6936 Powell blvd., Portland, Ore.

M. V. Peterson & Son, Cambridge, Ida., have been succeeded in the meat business by E. C. Peterson.

A. S. Marlow has engaged in the meat and grocery business at 1602 Interstate ave., Portland, Ore.

The Valley Meat Co. has been formed at 287 Yamhill st., Portland, Ore., by C. H. Stuart and J. W. Trouton.

C. A. Anderson is taking bids on erection of meat market on the corner of 8th ave. East and Fourth sts., Duluth, Minn.

J. S. George has bought the Safeway Meat Market at 1911 Morningside ave., Sioux City, Ia.

Jacob Rontly and Hans Anderson have opened a meat market in Bemidji, Minn.

C. and D. Meat Market, 2613 East Lake st., Minneapolis, Minn., was damaged by fire recently.

JANUARY FRESH MEAT PRICES COMPARED

Chicago.

Wholesale fresh meat prices for January compared with December, 1931, and January, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.		BEEF.		
		Jan., 1932.	Dec., 1931.	Jan., 1931.
Steer—				
550-700 lbs.	Choice	\$15.00	\$15.50	\$18.16
	Good	11.94	12.48	15.39
700 lbs. up.	Choice	14.61	15.40	16.88
	Good	11.92	12.48	15.00
500 lbs. up.	Medium	9.96	9.61	12.91
	Common	8.79	7.79	10.92
Cow—	Good	8.90	8.83	12.11
	Medium	7.90	7.53	10.69
	Common	6.90	6.53	9.50

VEAL CARCASSES (Skin On).		Jan., 1932.	Dec., 1931.	Jan., 1931.
	Choice	12.30	10.17	16.50
	Good	11.04	8.75	14.92
	Medium	9.50	7.46	13.10
	Common	8.55	6.17	11.02

LAMB.		Jan., 1932.	Dec., 1931.	Jan., 1931.
38 lbs. down.	Choice	12.90	11.87	18.60
	Good	12.05	11.20	17.70
	Medium	11.06	9.87	16.16
39-45 lbs.,	Choice	12.90	11.87	18.60
	Good	12.05	11.20	17.70
	Medium	11.06	9.87	16.16

MUTTON (Ewe).		Jan., 1932.	Dec., 1931.	Jan., 1931.
70 lbs. down.	Good	7.88	7.52	9.70
	Medium	5.88	5.52	8.42

New York.

Wholesale fresh meat prices for January compared with December, 1931, and January, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.		BEEF.		
		Jan., 1932.	Dec., 1931.	Jan., 1931.
Steer—				
550-700 lbs.	Choice	\$14.56	\$15.81	\$17.92
	Good	11.33	12.81	14.80
700 lbs. up.	Choice	14.75	16.06	17.06
	Good	11.48	12.98	14.50
500 lbs. up.	Medium	9.06	9.63	12.50
	Common	8.05	8.25	11.29
Cow—	Good	8.51	8.76	11.29
	Medium	7.90	7.63	10.06
	Common	6.74	6.98	9.22

VEAL CARCASSES (Skin On).		Jan., 1932.	Dec., 1931.	Jan., 1931.
	Choice	16.52	12.86	21.10
	Good	14.74	11.22	18.28
	Medium	13.05	9.44	15.58
	Common	11.55	8.44	13.18

LAMB.		Jan., 1932.	Dec., 1931.	Jan., 1931.
38 lbs. down.	Choice	14.30	12.72	20.40
	Good	13.42	11.72	19.58
	Medium	12.91	10.96	18.22
39-45 lbs.,	Choice	14.20	12.70	19.55
	Good	13.35	11.70	18.55
	Medium	12.29	10.65	17.65

MUTTON (Ewe).		Jan., 1932.	Dec., 1931.	Jan., 1931.
70 lbs. down.	Good	8.26	7.00	11.48
	Medium	7.30	5.94	9.70

Prices of steers and lambs, Chicago, and wholesale and retail fresh meat prices, New York during January, 1932, compared with those of December, 1931, and of January a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Average price live animal ¹ per 100 lbs. Chicago.			Average wholesale price of carcasses ² per 100 lbs. New York.			Composite retail price ³ per lb. New York.		
	Jan., 1932.	Dec., 1931.	Jan., 1931.	Jan., 1932.	Dec., 1931.	Jan., 1931.	Jan., 1932.	Dec., 1931.	Jan., 1931.
Steer—									
Choice	\$10.50	\$11.58	\$13.42	\$14.66	\$15.94	\$17.93	\$24.98	\$24.50	\$43.33
Good	8.70	8.92	11.34	11.38	13.03	14.80	28.44	30.00	33.60
Medium	6.13	6.32	8.79	9.05	9.80	12.50	23.14	24.35	28.66
Weighted av. ⁴	8.52	8.94	11.24	11.60	12.96	15.04	28.77	29.76	34.82
Lamb—									
Choice	6.40	5.94	8.85	14.30	12.92	20.40	27.32	26.20	38.24
Good	5.92	5.46	8.47	13.42	11.88	19.68	21.50	21.49	27.23
Medium	5.18	4.79	7.67	12.32	10.80	18.23	19.28	18.75	25.16
Weighted Av. ⁴	5.76	5.32	8.28	13.22	11.74	19.27	22.24	21.71	29.48

¹Steers, 1,100-1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 90 lbs. down.

²Beef, 550-700 lbs. choice and good, 500 lbs. up, medium. Lamb, 38 lbs. down.

³Based on percentage trimmed retail cuts at average retail quotations. Prior to October, 1931, retail prices represented the mean of the range of quotations, but subsequently they represent the average of all quotations reported for a designated grade.

⁴Medium to choice grades, weighted according to estimated New York distribution, i. e., Beef, choice 24½ per cent, good 51½ per cent and medium 24 per cent. Lamb, choice 28 per cent, good 32 per cent and medium 40 per cent.

William Loeb sack has opened a meat market at Hoskins, Neb.

J. R. Smith has opened a meat market at 42nd ave. S. W., and Admiral blvd., Seattle, Wash.

Ethel Hoard has opened a meat market at 618 Alberta ave., Portland, Ore.

A meat market has been opened at 219 North Jersey st., Portland, Ore.

The New England Meat Co. has engaged in business at 706 Ceres ave., Los Angeles, Calif.

J. E. Caudell, formerly of Memphis, Tenn., is reported to have engaged in the meat business at New Albany, Miss.

Realt Schmelting and Henry Oldenberg have opened the Stop and Shop meat market at Monroe, Wis., and have

adopted the Hormel plan of merchandising.

The Uptown Market, 111 N. Sixth st., Springfield, Ill., owned and operated by Nicholas Angelo and Fred Eandi, has been opened with a full line of fresh and smoked meats, vegetables, fruit and canned goods.

J. R. Harman and William Piehl for many years in the meat business have leased space in the Benjamin Thrift Store, Port Angeles, Wash.

Ed. Townsley, Washtucna, Wash., is reported to have leased the Ed. Adams meat market.

Jerry's Grand River Market, Inc., has been incorporated with a capital of \$25,000, at 14822 Grand River ave., Detroit, Mich.



ADOLF GOBEL INC.

NEW YORK



FINEST QUALITY HAM AND BACON • DELICIOUS PREPARED MEATS •

New York Section

EASTERN DISTRICT DANCE.

About fifteen hundred people crowded the two ball rooms of Schwaben Hall, Brooklyn, on Lincoln's birthday eve, when Eastern District Branch held its annual vaudeville and dance. Although this is more or less a neighborhood affair, there were also representatives from all Greater New York branches, as well as packers, wholesalers and supply men. A very fine entertainment was staged under the direction of Jos. A. Eckl. That "a good time was had by all" was very evident by the encores and the fact that 2:00 A. M. February 12 found the dance floors still crowded.

Officers and committees to whose untiring efforts the great success was due were: Alfred L. Haas, president; Christian Stein, first vice president; W. Richard Hess, second vice president; Theo. C. Meyer, treasurer; F. Edward Rath, financial secretary; Andrew Albern, recording secretary; Fred C. Riester, executive secretary.

Entertainment Committee.—Fred C. Riester, Chairman; Edward Stein, Andrew Hickmann.

Reception Committee.—Edward Rath, Chairman; Max Trunz, Val. Horner, A. Friedrich, Charles Loschert, Peter Roth, S. Levy, Andrew Albern, Michael Freitag, Martin Kehl, William Peters, Joseph Goetz, John Glucker, Louis Baunach, George Nachtrab, Frank Kerzner, Adam Baque, Joseph Behrmann, Nicholas Maletta, John Budzynski, Fred Stephan.

Floor Committee.—Theo. C. Meyer, Chairman; John Adelman, W. Havighorst, J. Jensen, Anton Kinpoitner, Al. Markwit, Frank Chinkel, Wm. Kehl, Tylee Bozeth, Anthony Walicki, Andrew Schaefer, Alfred Rath, Markus Schneider, John Schoener, William Soehle, Joseph Wagner, Jacob Tischbein, J. Tschogl, Fred Hill, John Brendel, Walter Schlessionia, Al. Sieders.

AMONG RETAIL MEAT DEALERS.

Judging by the number of cars in front of 213 Dean st., Brooklyn, Tuesday night, it would appear another branch dinner was in progress. But that guess is wrong. The celebration was in honor of the 69th birthday of Frank P. Burck. It was a party with the well-known Burck hospitality. Mr. Burck was the recipient of many gifts, telegrams and congratulatory cards. Among those present in addition to Mr. and Mrs. Burck and their son, Arthur: Mr. and Mrs. George Anselm, Mr. and Mrs. A. Di Matteo, Mr. and Mrs. Chas. Hembdt, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. H. Hoffmann, Mr. and Mrs. William Kramer, Miss M. B. Phillips, Mr. and Mrs. Oscar Schaefer, Mr. and

Mrs. R. Schumacher, Mr. and Mrs. Franklin Stover, Mr. and Mrs. Anton Werner and Mr. and Mrs. William Ziegler.

A business meeting of Ladies' Auxiliary was held February 11 in the Hotel McAlpin, with president Mrs. A. Werner, jr., presiding. Three new members—Mrs. J. Stern, Brooklyn, Mrs. C. Simpson, South Brooklyn, and Mrs. Herbert, Jamaica—were welcomed to the inner circle. Plans were suggested for future activities. Among these will be a progressive bunco party at the McAlpin February 25. Mrs. Geis and Mrs. Anton Hehn will be the hostesses. Prizes will be awarded. A vote of thanks was given to C. L. Haussermann of The Van Iderstine Company for a donation of \$25.00 to the charity fund.

The advertising committee of the New York State Association held a meeting on February 18 and definitely decided upon a plan that will benefit all members. The plan will be completely outlined at a later date.

After submitting an excellent report at its annual meeting held on February 10, the Butchers Mutual Casualty Co. declared dividends of 25 per cent to policyholders.

Mrs. George Anselm, trustee of Ladies' Auxiliary and wife of chairman, Board of Directors Ye Olde New York Branch, celebrated a birthday February 14 by a family dinner. On the following day she was given a surprise party by "the gang." Mrs. Anselm received many beautiful gifts, cards and telegrams.

Mr. and Mrs. Anton Werner, jr., spent the week-end at Atlantic City celebrating their sixteenth wedding anniversary. Mrs. Werner is president of Ladies' Auxiliary and Mr. Werner is a member of South Brooklyn Branch.

Adriane Riester, daughter of executive secretary Eastern District Branch Fred Riester, celebrated her second birthday February 16.

Arthur Burck, whose market is located in Prospect Park, west section of Brooklyn, and the only son of Mr. and Mrs. Frank Burck, celebrated a birthday February 17 by a theatre party and dinner for three.

Eastern District Ladies' Auxiliary will hold a bunco and card party Thursday evening, February 25 followed by dancing. Admission 75 cents.

Mildred Hembdt, eldest daughter of Mr. and Mrs. Charles Hembdt cele-

brated a birthday February 8 with the usual family dinner.

Mr. and Mrs. Walter Lundblad celebrated their sixth wedding anniversary February 6th. Mrs. Lundblad is the daughter of business manager Bronx Branch and Mrs. Fred Hirsch.

NEW YORK NEWS NOTES.

President Walter Blumenthal, United Dressed Beef Company, is spending a few weeks at Palm Beach, Fla.

Mrs. William Griffin, statistical department, Otto Stahl branch, Stahl-Meyer, Inc., has returned to her duties following a honeymoon in Bermuda.

Vice President W. J. Cawley and W. R. Brown, legal department, Wilson & Co., Chicago, spent several days in New York during the past week.

Charles E. Wicke, Wicke Manufacturing Co., celebrated his twenty-seventh year in business with his father the first of the month.

Manager R. C. Bonham, Jersey City Stock Yards, and a party of friends started on a motor trip through the South on February 15 and will be away for a month.

J. C. Agar, beef, lamb and veal department, and R. D. Hebb, public relations department, Swift & Company, Chicago, visited New York for a few days during the past week.

Standard Provision Co., Philadelphia, manufacturers and wholesalers, have opened a branch at 444 Ninth ave., New York City. It is in charge of Irving Rabinowitz, who has been operating between the two cities for the last four years.

President George A. Schmidt, Stahl-Meyer, Inc., has just returned to business after having spent a week at Palm Beach, Fla. Waldemar Neumann, secretary of Stahl-Meyer, Inc., who makes his headquarters at the Louis Meyer branch in Brooklyn, is at Miami Beach, Fla., with Mrs. Neumann.

Meat, fish, poultry and game seized and destroyed by the health department of the city of New York during the week ended February 13, 1932, were as follows: Meat.—Brooklyn, 218 lbs.; Manhattan, 1,290 lbs.; Bronx, 2 lbs.; Queens, 477 lbs.; Richmond, 14 lbs.; total, 2,001 lbs. Fish.—Bronx, 600 lbs. Poultry.—Brooklyn, 2 lbs.; Manhattan, 89 lbs.; Queens, 16 lbs.; Richmond, 4 lbs.; total, 111 lbs.

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

FOR GOOD EATING

STAHL-MEYER

READY TO EAT MEATS

READY-TO-EAT MEATS · FERRIS HICKORY SMOKED HAM AND BACON

STAHL-MEYER, INC.

Sold in greater volume •
and in less time • by the
aid of the correct package

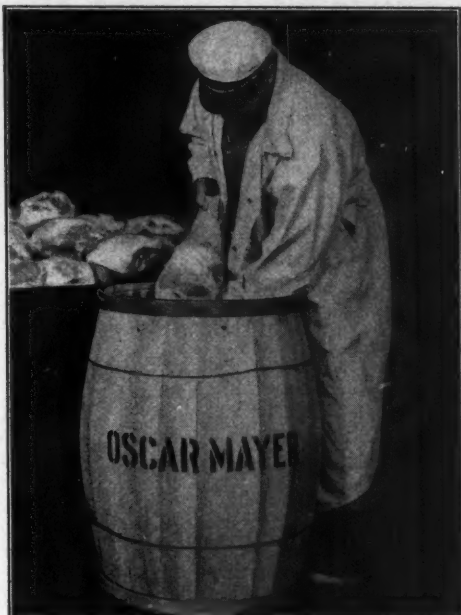
Familiar names—accepted names—advertised names are placed definitely on the Nation's food shopping list with the help of the correctly designed, properly shaped, attractively-colored package. The right package suggests quality—it completes the sale without the aid of the spoken word. Our inner knowledge of the meat packer's merchandising problems is being used daily by packers who are keen to open new avenues of sales. We are eager to demonstrate how much we can do to lift some of your products out of their present limited sales circle. Our thoughtful, intelligent specialized package service can be of value to you.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT
— LARD — CHILI CON CARNE — FROZEN FRUITS

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY



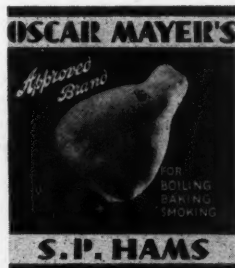
NEW COOPERAGE

OSCAR MAYER'S APPROVED S. P. HAMS are shipped to reach you in as good condition as when they leave our plant.

Only new barrels are used as containers. The barrels are made in our own barrel department—of new lumber entirely. They are lined with heavy waxed paper—and filled by experts who know just how to stow a specified number of hams in each barrel. All barrels are wire-hooped and double-headed.

New cooperage is one of the details which enable you to depend upon receiving uniformly high quality in all OSCAR MAYER'S APPROVED S. P. HAMS.

Ten Factors that Guarantee Quality



Good Selection
Careful Trimming
Laboratory Control
Temperature Control
Perfect Sanitation
Mild Cure
Uniformity
Good Binding
Accurate Grading
Fine Flavor

Oscar Mayer & Co. specializes in the curing of S. P. hams and picnic, and dry-cured bellies. Address inquiries to Oscar Mayer & Co., Madison, Wisconsin.

OSCAR MAYER & CO.



MADISON
WISCONSIN



NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 5.50@ 7.15
Cows, common to medium	3.25@ 4.00
Bulls, cutter, common and medium	2.50@ 3.75

LIVE CALVES.

Vealers, good to choice	8.50@ 9.50
Vealers, medium	6.00@ 8.00

LIVE LAMBS.

Lambs, good to choice	6.50@ 6.75
Lambs, medium	@ 6.00
Lambs, common	@ 4.50

LIVE HOGS.

Hogs, 160-210 lbs.	4.60@ 4.75
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DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	6.62@ 6.75
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DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	17 @ 18
Choice, native, light	17 @ 18
Native, common to fair	14 @ 16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15 @ 17
Native choice yearlings, 440@600 lbs.	17 @ 18
Good to choice heifers	14 @ 15
Good to choice cows	11 @ 12
Common to fair cows	8 @ 9
Fresh bologna bulls	6½ @ 7½

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @ 24	24 @ 25
No. 2 ribs	19 @ 21	20 @ 22
No. 3 ribs	16 @ 18	16 @ 18
No. 1 loins	22 @ 24	20 @ 22
No. 2 loins	22 @ 24	20 @ 22
No. 3 loins	18 @ 20	22 @ 24
No. 1 hinds and ribs	18 @ 21	18 @ 23
No. 2 hinds and ribs	14 @ 17	14 @ 17
No. 3 hinds and ribs	10 @ 12	10 @ 12
No. 1 rounds	11 @ 12	11 @ 12
No. 2 rounds	10 @ 11	10 @ 11
No. 3 rounds	8 @ 9	9 @ 10
No. 1 chuck	12 @ 13	11 @ 13
No. 2 chuck	10 @ 11	10 @ 11
No. 3 chuck	8 @ 9	8 @ 9
Bolognas	6½ @ 7½	6½ @ 8½
Rolls, reg., 6@8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg., 4@6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4@6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

DRESSED VEAL.

Choice	16 @ 18
Good	14 @ 16
Medium	12 @ 14
Common	10 @ 12

DRESSED SHEEP AND LAMBS.

Lambs, choice	13.50@ 14.50
Lambs, good	12.50@ 13.50
Sheep, good	7.50@ 8.00
Sheep, medium	6.00@ 7.50

FRESH PORK CUTS.

Pork loin, fresh, Western, 10@12 lbs.	9 @ 9½
Pork tenderloins, fresh	30 @ 35
Pork tenderloins, frozen	23 @ 25
Shoulders, city, 10@12 lb. avg.	13 @ 15
Shoulders, Western, 10@12 lb. avg.	7½ @ 8
Butts, boneless, Western	10 @ 11
Butts, regular	8 @ 9
Hams, Western, fresh, 10@12 lbs. av.	11 @ 12
Hams, city, fresh, 6@10 lbs. av.	13 @ 20
Picnic hams, Western, fresh, 6@8 lbs. average	8 @ 9
Pork trimmings, extra lean	10 @ 11
Pork trimmings, regular 50% lean	5 @ 6
Spareribs, fresh	6 @ 7

SMOKED MEATS.

Hams, 8-10 lbs. avg.	16 @ 18
Hams, 10@12 lbs. avg.	15½ @ 17
Hams, 12@14 lbs. avg.	15 @ 16
Picnics, 4@6 lbs. avg.	9½ @ 10½
Picnics, 6@8 lbs. avg.	9½ @ 10½
Rollerlets, 8@10 lbs. avg.	13 @ 14
Beef tongue, light	22 @ 24
Beef tongue, heavy	24 @ 27
Bacon, boneless, Western	16 @ 18½
Bacon, boneless, city	17 @ 20
City pickled bellies, 8@10 lbs. avg.	14 @ 16

FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, l. c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	15c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	26c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .25 per cwt.
Breast fat	@ .50 per cwt.
Edible suet	@ .01½ per lb.
Cond. suet	@ .76 per cwt.

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	5	.75	.80	.85	1.25
Prime No. 2 veals	3	.55	.55	.60	1.00
Buttermilk No. 1	2	.45	.50	.55	....
Buttermilk No. 2	1	.30	.35	.40	....
Branded gruby	1	.20	.25	.30	.40
Number 3	1	.15	.20	.25	.35

BUTTER.

Creamery, extra (92 score)	@ 22
Creamery, firsts (91 score)	@ 22
Creamery, seconds (87 to 90)	21 @ 21½
Creamery, lower grades	18½ @ 20½

EGGS.

(Mixed Colors.)

Extra, dozen	18½ @ 19
Extra, firsts, dozen	17½ @ 18
Firsts	16½ @ 17
Checks	@ 12½

LIVE POULTRY.

Fowls, colored, via express	18 @ 21
Broilers, Leghorns, via express	17 @ 19

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	17 @ 20
Western, 48 to 54 lbs. to dozen, lb.	17 @ 20
Western, 43 to 47 lbs. to dozen, lb.	16 @ 19
Western, 36 to 42 lbs. to dozen, lb.	15 @ 18
Western, 30 to 35 lbs. to dozen, lb.	14 @ 17

Fowls—fresh—dry pkd.—12 to box—prime to fcy:

Western, 60 to 65 lbs. to dozen, lb.	@ 21
Western, 48 to 54 lbs. to dozen, lb.	@ 21
Western, 43 to 47 lbs. to dozen, lb.	@ 20
Western, 36 to 42 lbs. to dozen, lb.	@ 19
Western, 30 to 35 lbs. to dozen, lb.	@ 18

Ducks, frozen—

Long Island, No. 1.....17½ @ 18½

Squabs—

White, ungraded, per lb.....30 @ 40

Turkeys, fresh—dry pkd.:

Young toms, choice.....20 @ 22

Young hens, choice.....20 @ 22

Fowls, frozen—dry pkd.—12 to box—prime to fcy:

Western, 60 to 65 lbs., per lb.	20 @ 21
Western, 48 to 54 lbs., per lb.	20 @ 21
Western, 43 to 47 lbs., per lb.	19 @ 20

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Feb. 11, 1932:

	Feb. 5	6	8	9	10	11
Chicago	.21	.20½	.21½	.21½	.21½	.21½
N. Y.	.21½	.21½	.21½	.22	.22	.22
Boston	.23	.23	.23	.23	.23	.23
Phila.	.22-22½	.22-22½	.22½	.23	.23	.23

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	21	20½	21	21½	21½	21½
Receipts of butter by cities (tubs):						

This week. Last week. Last year. Since Jan. 1, 1932. 1931.

Chicago	23,666	21,830	Holiday	322,782	Holiday	
N. Y.	52,373	51,143	Holiday	440,446	Holiday	
Boston	14,368	11,639	Holiday	117,366	Holiday	
Phila.	19,217	16,985	Holiday	141,043	Holiday	

Total106,624 101,596 Hol. 1,027,637 Holiday Cold storage movement (lbs.):

	In	Out	On hand	Same
	Feb. 11.	Feb. 11.	Feb. 12.	last year.
Chicago	108,016	140,155	3,381,006	7,538,500
New York	24,000	25,000	2,324,415	5,628,921
Boston	18,873	36,514	836,408	2,608,317
Phila.	4,200	39,000	1,001,507	1,397,006
Total	155,089	241,329	7,543,936	17,170,834

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic ports	@ 22.00
Ammonium sulphate, double bags, per 100 lb. s.a. New York	@ 1.50
Blood dried, 15-16% per unit	@ 2.05 & 10c
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.05 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Balt. & Norfolk	2.00 & 5c
Soda Nitrate in bags, 100 lbs. spot	@ 1.71
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.50 & 10c
Tankage, nground, 9@10% ammonia	1.10 & 10c

Phosphates.

Foreign bone meal, steamed, 8 and 50 bags, per ton, c.i.f.	@ 18.60
Bone meal, raw, India, 4½ and 50 bags, per ton, c.i.f.	@ 19.75
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 5.00

Potash.

Manure salt, 20% bulk, per ton	@ 12.25
Kainit, 14% bulk, per ton	@ 1.75
Muriate in bags, basic 80%, per ton	@ 17.15
Sulphate in bags, basic 90%, per ton	@ 45.25

Beef.

Cracklings, 50% unground	@ 30
Cracklings, 60% unground	@ 25½

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 84
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 60.00
Black or striped hocks, per ton	45.00 @ 50.00
White hocks, per ton	@ 60.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 80.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended February 13, 1932, with comparisons:

	Week ended Feb. 13.	Prev. week.	Cor. week.
West. drsd. meats:			1932.
Steers, carcasses	7,904	8,288	8,119
Cows, carcasses	703	922	1,363
Bulls, carcasses	222	277	209
Veals, carcasses	10,063	10,358	10,461
Lambs, carcasses	34,302	34,156	25,119
Mutton, carcasses	960	1,388	2,179
Beef cuts, lbs.	425,827	337,815	246,669
Pork, lbs.	2,473,968	2,896,135	2,895,331
Local slaughters:			
Cattle	8,494	9,631	8,466
Calves	12,580	12,536	11,667
Hogs	48,983	58,819	61,178
Sheep	72,304	75,865	79,719

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended February 13, 1932:

Point of origin.	Commodity.	Amount.
Canada—Bacon		4,197 lbs.
Canada—Calf livers		960 lbs.
Canada—Pork cuts		3,424 lbs.
Canada—Sausage		325 lbs.
Canada—S. P. hams		21,000 lbs.
Czecho-Slovakia—Ham		1,817 lbs.
Germany—Bacon		630 lbs.
Germany—Ham		8,190 lbs.
Germany—Sausage		7,146 lbs.
Ireland—Bacon		1,900 lbs.
Ireland—Ham		1,400 lbs.
Italy—Sausage		2,001 lbs.
Norway—Liverpaste		890 lbs.
Sweden—Liverpaste		130 lbs.

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